A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 4, 1967

U.S. goods sell during America Weeks in Dublin, Melbourne, Sydney, Tel Aviv, Vienna

International Trade Winds Newsletter

Company News

PETROLEUM—McCulloch Oil Co., Los Angeles, has joined with International Petroleum, Inc., Wichita, Kansas, in a joint venture to drill an exploratory oil well in the province of Diyarbakir, Turkey. The two firms have a license for exploration and production in an area of approximately 123,000 acres.

HOTELS—Pan American World Airways, New York, has invested $3.1 million in an $11.5 million program to build 14 tourist hotels in smaller Pakistan cities. The project is a joint venture with Pakistan Services, Ltd., and Pakistan International Airlines. PanAm's International Hotels Corp. already operates four large hotels for Pakistan Services in Karachi, Lahore, Dacca, and Rawalpindi.

PETROCHEMICALS—Oil & Petrochemical Co., Ltd., an affiliate of the international engineering and construction firm of Arthur G. McKee & Co., has received a contract from Montecantini-Edison, Milan, Italy, for the erection of a large naphtha cracker for ethylene production. The cracker will be installed at Montecantini-Edison's petrochemical complex at Brindisi, Italy. The plant is scheduled to go on stream in mid-1969, with an annual capacity of 250,000 tons.

FOUNDRY EQUIPMENT—The first induction melting system in the Canadian Province of Saskatchewan has been installed at the John East Iron Works, Saskatoon, by Inductotherm Corp., Rancocas, N.J. The 2,000-pound steel shell furnace is designed to give the foundry better control over casting quality, as well as allowing production of a wide range of new castings.

TRUCK-TRAILERS—North American Rockwell Corp., Pittsburgh, and Rubery Owen & Co., Ltd., England, have announced an agreement to form a jointly-owned company, to be known as Rubery Owen-Rockwell, Ltd. The new firm, to be headquartered in Darlaston, England, will market truck-trailer products in Europe and the United Kingdom. North American Rockwell has 35 manufacturing affiliates, subsidiaries, and licensees in 17 countries around the world.

Our estimate was far short of the mark, an exhibiting company has told the U.S. Trade Center in Milan, Italy, about its results from the March '67 show of heating, ventilating and airconditioning equipment. The company had not made any sales during the show itself, and had estimated their sales over the following 12 months as $50,000. But a new report, after only seven months, shows sales topping $100,000.

Iran's foreign investment center chief, Dr. Jamal Haddad, welcoming the Iranian industrial growth assessment in our Oct. 23 issue (coinciding with the national ceremony of coronation of the Shahanshah), focuses attention again on the country's Fourth Development Plan. It will begin in March and calls for public investment of $10.8 billion over the next five years. The goal is an annual GNP growth rate of 9%, and a rise in per capita income to $340.

U.S. citizens living or doing business abroad have the help of a special arm of the Internal Revenue Service, the Office of International Operations. It administers international aspects of U.S. Internal Revenue laws, except those involving alcohol, tobacco, narcotics and firearms. In 1967 its agents visited taxpayers in 116 cities in more than 50 countries to inform them of their obligations or help them with tax returns. The OIO has a new headquarters in Washington, but its mail address remains the same: P.O. Box 19007, Washington, D.C. 20036.

Keep the Kennedy Round tariff cut results in perspective by saving your July 10, July 31 and Nov. 20 issues of INTERNATIONAL COMMERCE. The first reported the highlights of the overall negotiations, the second had country-by-country summaries of major concessions by the key trading nations and blocs, the last pinpoints opportunities in seven fields of production and manufacturing.

Twenty-five young Thai salesmen from 16 Bangkok firms representing American manufacturers have completed a six-week salesmanship training course at the U.S. Trade Center in Bangkok. Local commercial response, enthusiasm of the students, their attendance level and exam results led to the scheduling of two more courses. It's part of the Trade Center's role in a trade development program for Thailand and Southeast Asia.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Shoppers in Ireland, Austria, Australia, and Israel had a chance to see the latest in U.S.-made consumer products as America Weeks sales promotions took place in cities in those countries during October and November. Customer reaction to the American products was excellent, with all stores involved reporting greatly increased sales as a direct result of the U.S. goods on display. Popular entertainment acts brought from the United States were featured at each store along with the sales. A preliminary report on the past four America Weeks sales begins on page 2.

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CROWDS OF CUSTOMERS came to see American consumer products on display during America Weeks sale at Arnotts department store in Dublin, Ireland.

AMERICA WEEKS REPORT

Four countries host sales

American Indians, fashion shows, singing group draw customers to stores in nine cities

In nine cities on three continents, America Weeks promotions of U.S.-made products drew foreign customers into stores to see and buy during October and November.

The sales in Ireland, Austria, Australia, and Israel brought reports of "unqualified success," "best ever," "high sales," and "more cash registers needed to ring up all the sales," from U.S. commercial officers on the scene and from store officials.

In a record for any Irish promotion of its kind, the two-week sale at Dublin's Arnotts store, beginning on Oct. 16, received over $25,000 worth of free publicity in the Irish press and on local television and radio programs.

"The promotion in Ireland was a real smash," wrote Commerce Department spokesman Merritt Freeman, director of special projects in the Trade Missions Division of the Bureau of International Commerce, in a report from Dublin.

The most popular feature of the Ireland event was a troupe of American Indians that performed traditional Indian dances and ceremonies daily at the Arnotts store. Represented in the group were members of the Quapaw-Shawnee, Shawnee, Osage, Acoma, and Pueblo tribes. Indian groups were big hits last spring at three other America Weeks promotions, in Sweden, Belgium, and Switzerland.

The Austrian chain of A. Gerngross stores sponsored a major promotion at its Vienna outlet, with smaller sales at its stores in Linz and Innsbruck, running from Oct. 12-Nov. 9.

Gerngross's Vienna store reported sales during the first week of $60,000 directly attributable to the U.S. promotion there. Store officials were highly pleased with the product mix on display, and could not specify any "slow" items—all were doing well.

A Gerngross official praised the exhibits, calling the promotion "the best of its kind ever in our stores." U.S. products on display in the Austrian stores ranged from clothing and gift items to food and paper goods, with such special attractions as an American beauty shop and a travel counter promoting trips to the scenic areas of the United States.

The Golden Gate Quartet, a singing group which has performed at several other America Weeks events in the past, entertained customers in the main Gerngross store with regularly scheduled concerts.

Fashion was the keynote for promotions at the Georges, Ltd. store in Melbourne, Australia, and David Jones, Ltd. outlets in Sydney, Canberra, and Wollongong, which ran from Oct. 23-Nov. 8. Commentator for the "USA Today" fashion shows at both stores was Jinx Falkenburg, U.S. radio, television, and film star, who brought with her for the shows two top U.S. models to complement local models.

Organized by New York fashion consultant Eleanor Lambert, the fashion

THE SOUNDS OF THE SIXTIES, American style (above left), reached Dubliners at Arnotts store on thousands of U.S. records, featuring selections from classical to rock. U.S. designs in dresses and coats tickled Irish fancies during the sale (above right), which store officials called "an outstanding success."

COALS TO NEWCASTLE? No, but U.S. linens drew the attention and purchases of many Irish shoppers (above). Customers at the A. Gerngross store in Vienna (below) saw U.S. fashions, silver items, and rugs.

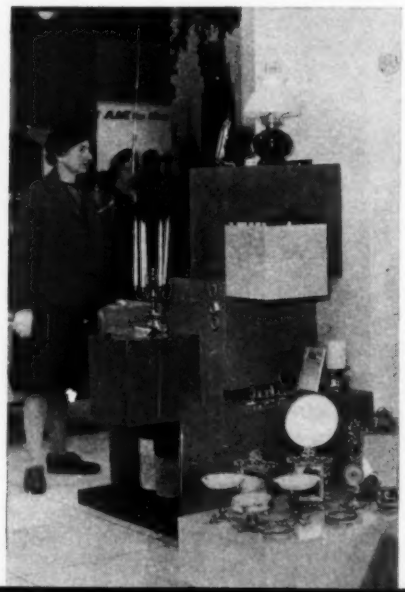
"parades" showed off the latest in U.S. designs by such names as Adele Simpson, Marie McCarthy, Anne Fogarty, Bill Blass, Malcolm Starr, Pauline Trigere, Suzy Perette, and Gino Charles.

New collections from 18 American designers were modeled at the shows by ten Australian models and by Heddie Bates and Christine Lee, two New York models.

The gala opening of the Australian promotion was held on Oct. 23 at the Georges store in Melbourne, with two shows each day at the store for the following four days.

Similar showings were held at the Canberra David Jones store on Oct. 30 and 31, followed by a two-day stand at Wollongong on Nov. 2 and 3, and winding up at the main David Jones store in Sydney for a charity opening Nov. 4 and public showings Nov. 6-8.

In addition to the fashion showings,



both Georges and David Jones carried a full line of U.S.-made consumer products throughout their stores during the promotions. Customer traffic was heavy and preliminary sales reports showed a good record.

The fashion shows generated an avalanche of free publicity in both women's magazines and the daily press, attracting the public to see all the displays in the stores. Officials of both stores were "extremely pleased" with the results of the first America Weeks sales in Australia.

Crowds jam store

Opening night at the latest event in the America Weeks series, at Tel Aviv's Shalom Stores, was such a success that the second of two planned performances by the American Indian troupe had to be cancelled because the performers could not get into the store through the throngs of customers.

The Indians performed the same program at the Israeli store that they had done so successfully at Arnotts in Dublin in October.

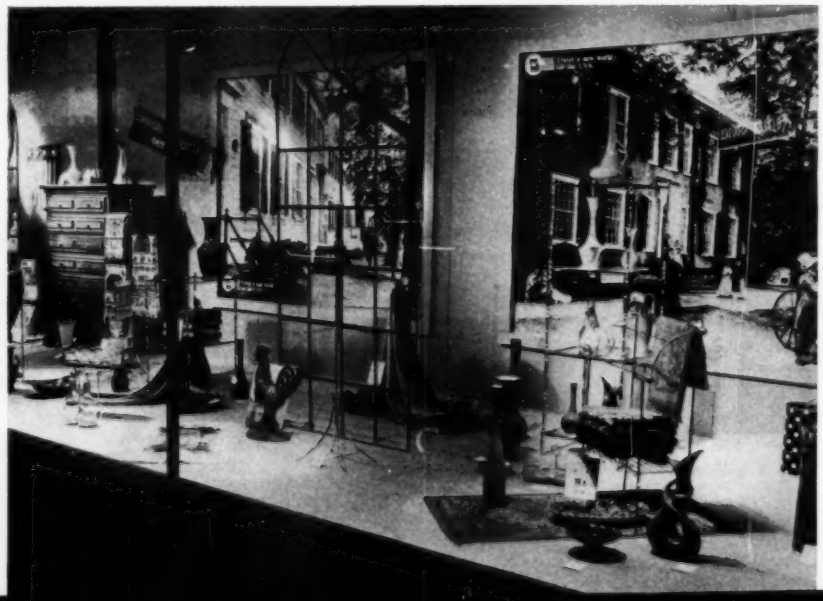
Freeman reported from Tel Aviv that to a normal sales force of about 200, Shalom had added 120 extra temporary sales helpers to cope with the crowd, and still was falling behind demand. "The number of cash registers was doubled, but long lines waited at most of them to purchase U.S. goods," he said, "and the store was seeking an additional six cash registers within an hour of the opening. In short, it's a real smash."

Officials of the Shalom organization had decided even before the end of the sale to schedule a repeat performance "as soon as possible."

A report on the definite sales results of the latest four America Weeks promotions, along with photographs of the Australian and Israeli sales, will be published in INTERNATIONAL COMMERCE as the complete reports become available.

TWA HOSTESS WELCOMES IRISH SHOPPERS to the world of travel in the United States (above). Viennese customers (below left) examine men's shirts and coats in clothing section of Gerngross store.

U.S. AMBASSADOR to Ireland Raymond Guest (right center) accepts symbolic Indian headdress from the leader of American Indian troupe which performed daily at Dublin store. Window displays surrounding Arnotts store (below) attracted buyers.



Jinx Falkenburg, U.S. celebrity who accompanied models Heddie Bates and Christine Lee to Australia to participate in the fashion show presented in conjunction with America Weeks sales there, will discuss her experiences in Australia on the "Today" television show on Thursday, Dec. 7, on the NBC television network. Miss Falkenburg acted as commentator for the widely attended fashion "parades" held in four Australian cities in October and November.

World Bank's investment dispute settlement unit begins operation

Center recommends that investment agreements contain clause requiring that disputes be submitted to it for adjudication

The International Center for the Settlement of Investment Disputes (ICSID) which was created by international convention in October 1966, is now in operation as the only non-financial member of the World Bank Group of organizations.

The Center will assist, through conciliation and arbitration, in resolving disputes that arise between investors and the governments of the foreign countries in which they invest.

Although the Center has yet to handle its first case, it reports that U.S. and other investors have already begun to write into their investment agreements with foreign governments the provision that disputes will be submitted to ICSID.

One of the first causes of dispute that may come to mind for a U.S. investor is the possibility that his investment will be expropriated by the foreign government. Another possible cause of dispute is that in which a foreign government agrees to grant tax benefits and other advantages to an investor and then later decides to modify the agreement.

In any event, ICSID can help resolve the dispute, provided that both parties have consented to its jurisdiction and that both the investor's country and the country in which he invests are adherents to the convention establishing the Center.

The United States is an adherent, along with 36 other countries. Eighteen additional countries have signed the Convention, but have not yet ratified it. Of the 55 countries that signed, 9 are in Asia, 26 are in Africa, 18 are in Europe and North America, and 2 are in the Caribbean area.

No Latin American countries have signed the Convention.

In order for a dispute to be submitted to ICSID, both parties must agree to such a course of action. This agreement can be made after a dispute has arisen, but it is generally preferable for the parties to make such an agreement beforehand through insertion of an appropriate clause in the original contract or investment agreement. The clause should state whether ICSID is to act as a conciliator or an arbitrator.

In the former case, an ICSID conciliation commission enters actively into the discussions between the two parties in order to help them resolve their dispute. In the latter case, an ICSID arbitration tribunal hears both sides of the case and then makes an arbitral award that is legally binding on both parties.

The Center maintains separate panels of conciliators and arbitrators, but the parties in dispute are generally free to compose a conciliation commission or arbitration tribunal from individuals of their own choosing. They may draw from the panels maintained by the Center, however, and in the event that the parties are unable to agree upon a mutually acceptable commission or tribunal, either party may require the Chairman of ICSID's Administrative Council to make the necessary appointments from the appropriate ICSID panel.

Each panel—one of conciliators and one of arbitrators—is actually a list of qualified individuals that have been designated by the contracting states and by the chairman of the Administrative Council.

Further information on ICSID, including a pamphlet giving a detailed explanation of the Center's operations, may be obtained by writing to the International Center for Settlement of Investment Disputes, 1818 'H' St., NW., Washington, D.C., 20433 (Phone: 202-EX3-6360).

Signatory nations

The Convention on the Settlement of Investment Disputes between States and nationals of other States has been ratified by: Cameroon, Central African Republic, Ceylon, Chad, Congo (Brazzaville), Cyprus, Dahomey, France, Gabon, Ghana, Iceland, Ivory Coast, Jamaica, Japan, Kenya, Korea, Malagasy Republic, Malawi, Malaysia, Mauritania, Morocco, Netherlands, Niger, Nigeria, Norway, Pakistan, Senegal, Sierra Leone, Sweden, Togo, Trinidad and Tobago, Tunisia, Uganda, United Kingdom, United States and nationals of other States.

The following countries have signed the agreement, but not yet ratified it: Afghanistan, Austria, Belgium, Burundi, China (Taiwan), Denmark, Ethiopia, Finland, Federal Republic of Germany, Greece, Ireland, Italy, Liberia, Luxembourg, Nepal, Somalia, Sudan, and Switzerland.

Road builders send 12-man trade mission to Central America

Industry group studies heavy construction projects, seeks opportunities for U.S. firms

An American Road Builders' Association trade mission last month traveled in Costa Rica, Honduras, and Nicaragua studying road building projects for U.S. contractors.

The 12-man mission, approved by the Commerce Department, visited San Jose, Nov. 10-13; Managua, Nov. 14-15, and Tegucigalpa, Nov. 16-17. Besides looking at road building opportunities, members gathered information on planned highway, airport, and other heavy construction programs. They also explored possibilities for joint ventures and subcontracting. The mission expects to report its findings to the Department of Commerce.

Nello L. Teer, Jr., president of Nello L. Teer Co., Durham, N.C., led the mission. Other members were Hugh Wiley, Swindell-Dressler Co., Pittsburgh, Pa.; A. J. Bragato, president, Bragato Paving Co., Belmont, Calif.; A. C. Cox, president, Corson & Gruman Co., Inc., Washington, D.C.; C. P. Ballenger, Jr., president, Ballenger Paving Co., Greenville, S.C.; Baxter H. Taylor, president, Asheville Contracting Co., Asheville, N.C.; Philip C. Toppino, president, Charley Toppino & Sons, Inc., Key West, Fla.; R. W. Hyde, Jr., president, Hyde Construction Corp., London, Ky.; W. R. Boyd, president, W. R. Boyd, Inc., Center, Tex.; A. H. Anderson, vice president, Aetna Life & Casualty, Hartford, Conn.; Fitzgerald S. Hudson, Collier Cobb & Associates, Inc., Chapel Hill, N.C., and P. W. Moore, Moore Brothers Co., Inc., Verona, Va.

FIRST THREE QUARTERS, '67

Export surplus climbs

U.S. sales abroad advance by 6%, purchases by 3½%; nonfarm shipments hold fast pace

Expansion of U.S. exports and imports in the first nine months was more moderate than in 1966. Principally as a result of economic slowdowns in North America and Western Europe, our trade in both directions has been less buoyant this year.

Exports in the first three quarters increased to a seasonally adjusted annual rate of $31.1 billion, 6% above the 1966 total. Imports in this period, at an annual rate of $26.4 billion, exceeded last year's level by only 3½%. Thus, the gross export surplus totaled $4.7 billion, a $900 million increase over the previous year.

Exports turned upward strongly in the first quarter to a level 4% above October-December 1966. In the next two quarters, although they held at the high value of the March quarter, they showed no further growth.

The upward movement in our foreign purchases slowed perceptibly in the final quarter of 1966, then came to a halt in the first three months of this year. In the two subsequent quarters, imports remained level at a value slightly below the January-March total. Arrivals during the September quarter were about 1% below those in the same quarter of last year.

Nonfarm exports hold fast pace

The strong expansion in shipments of nonagricultural products has kept U.S. exports rising this year. Notwithstanding the lack of growth in some of our major markets, foreign demand has remained high for U.S. manufactures, particularly for our versatile and large-capacity capital equipment. Exceptionally strong performance in the early months of the year caused nonagricultural exports to jump sharply in value. In the next two quarters shipments held close to that high total. Through September, seasonally adjusted nonfarm exports, at an annual rate of $24.6 billion, were running at a rate 11% higher than last year. This was a slightly faster rate of advance than that recorded in 1966.

The decline in agricultural exports through September was in sharp contrast with the 11% gain in 1966. These shipments, after seasonal adjustment, were at a rate of 7% below last year's total. Following a sizable drop in the final months of 1966, exports of farm products declined further in January-March, then moved marginally higher in the next two quarters.

Machinery exports expand

About a third of the $1.8 billion increase in nonagricultural exports in January-September of this year over the same 1966 period was accounted for by a 10% gain in sales of machinery. Exports of both nonelectrical machinery and electrical apparatus expanded at rates which nearly matched those registered last year.

Gaining substantial strength in October-December 1966 and maintaining a high rate in subsequent quarters, sales of computers and parts again provided a sizable portion of the advance in nonelectrical machinery exports. The 53% expansion in computer shipments over January-September 1966 was the sharpest year-to-year rate of increase since 1961, boosting the total to $308 million in the first nine months. Foreign efforts to improve industrial, commercial, financial, scientific, and government operations in the face of skilled labor shortages have been responsible for the steady rise in U.S. computer exports in recent years. Also stimulating these exports is the growing number of U.S. affiliates abroad which utilize parts manufactured in this country.

Shipments of engines also continued on the uptrend. Sales of aircraft engines were spurred by the substantial rise in deliveries of jetcraft to foreign customers. Most shipments of automobile engines and parts went to U.S. subsidiaries in Canada. After a large expansion last year from a low base in 1965, deliveries of nuclear reactors fell back after the first quarter.

A modest recovery was registered in exports of agricultural machinery and tractors this year. More than half of the gain consisted of larger shipments of tractors to Belgium and France.

Exports of construction machinery rebounded sharply, registering a 13% increase over the first nine months of 1966. Sizeable advances in sales of power cranes to Western European countries and excavating equipment to Australia and Canada contributed significantly to the increase.

The softening of domestic demand has enabled U.S. manufacturers of machine tools to step up their foreign sales. After declining last year, exports of metalworking machine tools were boosted to $181 million in January-September, 12% above the same period of 1966. Over two-thirds of this advance was made up of equipment sold to the United Kingdom, Japan, Italy, Canada, and the USSR.

Under the impetus of rising standards of living abroad and increased sales efforts by U.S. producers, exports of air-conditioning and refrigerating equipment continued to climb. At $220 million in the first nine months, they exceeded last year's level by 13%. Canada, Japan, and the Near Eastern countries accounted for most of the gain. A substantial part of the increase in shipments to Canada consisted of air-conditioners for automobiles.

Strong demand for labor-saving devices and the trend toward large-scale automated production abroad continued to spur our exports of materials handling equipment, though the rate of gain slackened somewhat from last year. Totaling $342 million in January-September, these exports were 6% above the same months of 1966. Expanded shipments of tractor-shovel loaders accounted for much of the rise.

U.S. exports of electrical apparatus expanded smartly again this year. Shipments of telecommunications equipment surged ahead at a rate of gain almost three times that for 1966. The major advance was in sales of electronic search and detection devices and navigational aids, primarily to Western Europe. Radio and television broadcast equipment also moved briskly in the first nine months. Other good gainers this year were electronic tubes and measuring and controlling instruments.

Exports of transport equipment picked up considerably in the final months of 1966 and continued high in the next two quarters. The drop in the September

quarter may largely have reflected the seasonal decline in automobile exports. For the first nine months U.S. exports of transport equipment, at $3.1 billion, were one-fourth higher than they were a year earlier.

Under the continued stimulus of the 1965 automotive trade agreement, shipments of new cars to Canada accelerated again this year. A two-fold increase over 1966 brought these shipments in January-September to $372 million.

The sharp rise in sales of civilian aircraft, underway since the final quarter of last year, was interrupted in July-September. Nevertheless, these exports in the first nine months were a third higher than in 1966. This expansion was possible because of the greater availability of jet engines here, partly as a result of increased manufacturing capacity. Foreign demand for the combination cargo/passenger jetcraft was particularly heavy.

A substantial rise in exports of railway vehicles brought the nine-month total to $125 million. Larger shipments of diesel-electric locomotives, mostly under Eximbank financing, to Brazil, Korea, Zambia, Angola, and Mexico accounted for much of this year's 69% advance. The demand for locomotives in these countries reflects efforts to improve and expand rail transportation networks.

U.S. exports of principal commodities

Commodity	Jan.-Sept. 1966 Value	January-September 1967 Value	January-September 1967 Change from Jan.-Sept. 1966
	Millions of dollars		Percent
Machinery, total	5,674	6,233	+10
Engines and other power generating machinery	719	782	+ 9
Agricultural machinery; tractors and parts	663	684	+ 3
Computers and parts	201	308	+53
Electric power machinery	364	381	+ 5
Telecommunications apparatus	272	354	+30
Transport equipment, total	2,452	3,091	+26
New motor vehicles	653	913	+40
Civilian aircraft	409	550	+34
Chemicals, total	2,004	2,097	+ 5
Chemical elements and compounds	780	830	+ 6
Plastic materials and resins	360	358	− 1
Other manufactures, total	3,932	4,068	+ 3
Iron and steel-mill products	391	416	+ 6
Nonferrous base metals	462	430	− 7
Professional and controlling instruments	413	471	+14
Fuels, total	727	839	+15
Crude materials, total	2,135	2,380	+11
Soybeans	458	495	+ 8
Cotton	265	362	+37
Food, beverages, and tobacco, total	3,819	3,419	−10
Grains and preparations	2,419	1,950	−19
Tobacco and manufactures	388	439	+13

Chemical shipments advance

The rate of gain for exports of chemicals this year was about half last year's 11% advance. The pace was slowed by a decline in shipments of plastic materials, especially to Western Europe where greater local production depressed import demand.

Also moderating the expansion of our chemical exports this year was the sharp deceleration in the export pace of fertilizer shipments, resulting from increased production overseas and reduced deliveries to Pakistan and Korea. Exports of medicinals and pharmaceuticals, on the other hand, accelerated this year, as did shipments of organic chemicals.

The Middle East crisis, which disrupted oil deliveries from the Arab countries to their regular customers, caused our normally negligible exports of crude petroleum in the third quarter to expand to $77 million. Shipments were especially heavy in July, but have since declined.

Following a substantial drop in the first nine months of 1966, U.S. exports of iron and steel-mill products picked up in the final quarter and expanded further in the first three months of this year as a result of higher AID shipments to Pakistan. In subsequent quarters, steel exports declined again.

U.S. shipments of copper rebounded in the first half of the year from their plunge in the final 1966 quarter, then dropped again in the September quarter. The prolonged strike in the copper industry reduced quantities available for export this year. Heavy stockbuilding in this country in anticipation of the strike, coupled with reduced requirements in Western European countries and a substantial drop in shipments to Brazil, cut the value of our copper exports in the first nine months 29% below the same months of 1966.

Exports of aluminum increased this year by nearly a quarter in value as a result of greater foreign demand, particularly from Japan and Canada. The sluggish domestic market made possible the shipment abroad of larger quantities.

Farm exports fall

Precipitous drops in U.S. shipments of wheat and feedgrains caused exports of agricultural commodities to fall in the first three quarters of the year. A steeper decline was prevented by significant gains in exports of cotton, rice, and unmanufactured tobacco.

The sharp reduction in the wheat carry-over in this country which limited quantities available for aid, together with improved crops abroad, caused our wheat exports to decline to $811 million. This was about one-fourth less than the record total shipped in the first three quarters of last year. Larger reductions occurred in deliveries to India, Yugoslavia, and Egypt under PL-480.

Most of the $202 million contraction in U.S. corn exports this year, was in exports to Western Europe where American producers faced stiff competition from Argentina and South Africa. The corn crops improved significantly in both of these traditional exporting countries. Larger supplies abroad also cut our exports of grain sorghum from last year's record level.

The more than one-third rise in cotton shipments reflected the high level of world demand for our now competitively priced fiber, along with a decline in supplies from certain other exporting countries. About half of the increase over January-September 1966 went to the developing countries of Asia and the rest to Japan and Western Europe.

Continued UN sanctions against Rhodesian tobacco, improved quality of U.S.

flue-cured crops, and an export payment program beginning July 1966 contributed to the expansion of unmanufactured tobacco exports this year. In the first nine months, these exports expanded by a sixth to $335 million, with most of the increase going to Western Europe.

Shipments of rice advanced by one-half to $241 million because of an expanded PL-480 program in FY 1967 for Viet-Nam and larger sales to the Philippines and Peru.

Imports continue sluggish

The rise in domestic business activity since late in the second quarter, sparked by growing government outlays, further improvement in residential construction, and increasing consumer spending, did not bring an immediate corresponding increase in imports.

Nonfarm imports in the first nine months, seasonally adjusted, have drifted slightly downward from their peak in the final quarter of last year. Nevertheless, these arrivals, at an annual rate of $21.9 billion in the first nine months, were 4% above last year's level.

Following three consecutive quarterly declines in 1966, arrivals of agricultural commodities have moved erratically in the quarters of this year. The rate for the year of $4.5 billion was 1% below 1966.

Expanded domestic capacity and lower production levels dampened import demand this year for most types of industrial materials. In the first 9 months, these arrivals were 4% below their value at the same time last year. The September 1967 quarter marked the fourth consecutive quarter of decline. Moreover, the drop-off continuously gained momentum over the past year. Imports of all petroleum and products were off from last year by 3% due mainly to a sizable reduction in arrivals of crude petroleum from the Middle East. Imports from that area fell sharply in the June-September period.

Fuel oil arrivals, however, expanded as did the inflow of natural gas, mainly from Canadian fields. The 18% rise in the latter through September reflected growing use to meet energy requirements in the Western states.

Newsprint purchases decline

Purchases of newsprint, mostly from Canada, declined from the record tonnage received last year. Larger U.S. production and leveling of consumption by the publishing industry reduced these imports by 2% in value and slightly more in quantity in the first nine months.

Imports of lumber also retreated this year. A sizable increase in arrivals during the third quarter, largely softwoods from Canada, however, may have been more than a seasonal upswing in view of the increasing demand for housing. Housing starts rose strongly in every month of the third quarter, and by September had climbed to the highest seasonally adjusted monthly rate since April 1966.

Iron ore imports through September were 3% below the 1966 level. This downturn stemmed from high furnace yard stocks which built up while steel production remained sluggish.

Declining imports of textile yarns and fabrics reflected reduced demand in domestic textile markets. At $532 million through September, purchases were 13% below their value at the same time last year. Most of the drop was related to woven fabrics and cotton yarn. Imports of manmade fiber yarns continued to increase. In the first nine months synthetic yarn imports were nearly three-fifths higher in value than in the same period in 1966.

Chemical expansion moderate

Sluggish production trends in the domestic chemical industry caused imports of foreign industrial and agricultural chemicals to expand only moderately. Most of this year's increase was in larger purchases of semi-manufactured chemicals and crude fertilizers. The advance of 4% through September was a sharp deceleration from last year's 30% rate.

Arrivals of iron and steel-mill products accelerated this year, but the pace since May was slower than in the same period last year. Contributing most to the advance were larger imports of plates, sheets, and bars from the EEC countries.

Imports of copper also increased, but only moderately this year. Higher domestic stocks and reduced industrial demand slowed the increase in our purchases from foreign sources, despite the effects of the domestic copper strike now in its fourth month. With mine production at a halt and most of the smelting and refining capacity closed down, domestic requirements have been met largely out of inventories rather than new supplies. The large increase in arrivals in the month of September probably indicates some inventories are abnormally low and a further rise in imports may be required.

This article and accompanying tables were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Slowdowns in both military and civilian demand, larger production capacity, and substantial inventories at reduction plants caused imports of aluminum to fall off sharply this year. Nickel imports, however, advanced by 12% in value to $150 million through September as a result of higher prices which went into effect last November. In 1966, these imports were lower than expected as a result of strikes and work slowdowns at Canadian mines, our largest source for this metal.

Capital equipment climbs

Stimulated by rising domestic plant and equipment expenditures and manufacturers' unfilled orders, imports of capital equipment, after seasonal adjustment, rose to a new peak in the third quarter. This advance followed small declines in the first two quarters from the previous record import total in the December quarter of 1966. The 23% rate of gain during the first nine months was less than half the rate of advance last year.

Arrivals of agricultural machinery and tractors fell seasonally in the third quarter following a record inflow during the April-June period. Expanding more slowly than last year's sharp one-third advance, most of the 12% increase in farm machinery imports this year has been in combines from U.S. affiliates in Canada and tractor parts from those plants and the EEC countries.

Buoyant demand for typewriters, adding machines, calculators, and data processing machines has kept imports of office machinery rising strongly again this year. Through September these purchases were 27% above their value a year ago. Western Europe remained our major supplier of these items, but Canada and Japan also boosted their sales here.

Favorable prices and shorter delivery periods strongly stimulated demand for foreign-made lathes, grinding and milling machines, and other metal-cutting machinery. While domestic manufacturers stepped up shipments and reduced back orders this year, imports of metalworking machinery were nevertheless nearly three-fourths above last year in value, after more than doubling in 1966.

The advance in arrivals of textile machinery through September was considerably less rapid than last year's two-thirds gain. Since the textile industry made smaller capital outlays and lowered production this year, it appeared that the further 17% rise in these imports stemmed from orders placed earlier for specialized textile machinery. Larger deliveries of weaving machines from Spain

U.S. imports of principal commodities

Commodity	Jan.-Sept. 1966 Value	January-September 1967 Value	January-September 1967 Change from Jan.-Sept. 1966
	Millions of dollars		Percent
Imports, total	**18,773**	**19,616**	**+ 4**
Industrial supplies and materials, total	**9,074**	**8,698**	**− 4**
Petroleum and products	1,608	1,559	− 3
Newsprint	657	644	− 2
Lumber and woodpulp	644	606	− 6
Industrial chemicals and fertilizers	424	443	+ 4
Textile yarns and fabrics	615	532	−13
Iron ore, other ores, and metal scrap	732	721	− 2
Iron and steel-mill products	864	926	+ 7
Copper	419	434	+ 4
Nonferrous base metals, other	655	606	− 7
Capital equipment, incl. trucks and buses, total	**1,641**	**2,011**	**+23**
Electrical machinery	336	402	+20
Nonelectrical machinery	1,045	1,298	+24
Consumer goods, incl. automobiles and parts, total	**4,026**	**4,677**	**+16**
New automobiles	840	1,163	+38
Automotive parts and equipment	329	443	+35
Clothing	459	482	+ 5
Radio, TV, and other household appliances	382	441	+15
Food, feeds, beverages, total	**3,305**	**3,353**	**+ 1**
Coffee	826	748	− 9
Sugar	377	444	+18
Meat and preparations	442	470	+ 6
Fruits, nuts, and vegetables	405	406	+(*)
Fish	404	384	− 5
All other commodities	**726**	**877**	**+21**

* Less than one-half of one percent.

and Switzerland contributed most to the advance so far in 1967.

The rate of gain also slowed for electrical power machinery. Increasing demand for transformers, generators, and small electric motors, however, caused foreign purchases of this machinery to rise 35% above the value for the first nine months of 1966.

Purchases of electronic tubes and other electronic components leveled after expanding by one-half in 1966. Offsetting larger purchases of TV picture tubes and semi-conductor devices was a sharp decline in arrivals of electronic receiving tubes, largely from Japan. The growing use of solid-state devices involving microcircuits is gradually displacing demand for conventional tubes.

Receipts of civilian aircraft fell as expected from their record 1966 levels as deliveries to regional airlines for their jet conversion programs tapered off. Climbing rapidly again this year were imports of trucks, virtually all from Canada, and buses from Belgium. These arrivals more than doubled in the first nine months to reach a total of $217 million.

Consumer import growth slows

Rising incomes and personal consumption expenditures caused retail sales to expand again this year and kept purchases of foreign consumer goods rising. Although quarter-to-quarter increases have been dwindling since July-September 1966, these arrivals in the first three quarters were running 16% above the value a year ago. Over half of this advance represented deliveries of new cars from U.S. affiliates in Canada.

Through September, these car imports totaled $550 million, compared to $202 million in the same period last year. Such imports have risen from $77 million in the year 1965.

In contrast to the inflow of autos from U.S. subsidiaries in Canada, arrivals of foreign cars retreated by one-tenth in quantity, though less than that in value because of higher prices. Smaller imports of German and British autos more than offset sizable gains in purchases from Japan and Sweden. On a model year basis, however, registrations of new foreign cars advanced for the fifth straight year and accounted for their highest share of new car sales in this country since 1960.

Imports of TV sets were far less expansive this year, though radio imports expanded by another 20%. Arrivals of television sets, largely higher-priced color models from Japan, increased seasonally in the third quarter. Through September, they were 15% above their value in the same period of 1966. Japan and Taiwan accounted for most of the advance in imports of radio sets, which climbed to about $119 million in the first nine months.

Reversing the vigorous growth of recent years, imports of motorcycles fell off sharply in 1967. Decreasing demand depressed purchases through September by two-fifths as compared with the first nine months of 1966.

Purchases of foreign footwear expanded at a sharply increased rate in 1967. Through September these imports were up by more than a third largely as a result of buoyant markets here for vinyl and rubber shoes from Japan and leather footwear from Italy. Clothing imports picked up seasonally in July-September when a record quarterly value was recorded. In the first nine months, arrivals were 5% above last year.

Rapidly rising purchases of tape recorders from Japan accounted for most of the one-fourth advance in imports of sound recorders and reproducers. Arrivals of clocks and watches continued to expand slowly in 1967, and imports of musical instruments showed no further rise after last year's large gain.

Imports of foods, feeds, and beverages have shown little change in the last seven quarters. At a seasonally adjusted annual rate, these arrivals were about 1% above last year. Sizable increases in the value of sugar, meat, cocoa, and vegetable imports in the first nine months were nearly matched by substantial declines in purchases of coffee and fish.

Imports of sugar accelerated as a result of larger import quotas required because of reduced domestic beet sugar crops and deficits in Puerto Rico and the Virgin Islands. In the first nine months sugar arrivals were 18% above the value in the same months of 1966, partly as a result of higher prices.

Imports of beef continued to grow, but at a more moderate rate this year, since larger domestic supplies became available. A strong seasonal rise in the third quarter boosted purchases to $243 million through September, 14% above

the 1966 level. Most of this beef is of the lean variety used with domestic fat and trimmings to make lower priced specialty meat products.

A substantial third quarter decline in cocoa bean purchases, partly seasonal, reduced the quantity of these imports by 14% from last year. Considerably higher prices, however, resulted in an increase in value over 1966 by nearly one-fourth. Large dealer inventories and rising prices have tended to slow buying by domestic dealers in recent months.

Despite a substantial seasonal decline in the third quarter, purchases of vegetables were 14% above the 1966 nine-month total. Accounting for most of the gain were larger purchases of olives, mushrooms, potatoes, and canned tomato products. Imports of fresh tomatoes from Mexico were larger in quantity, but smaller in value because of lower prices.

Coffee imports remained sluggish, one-tenth below last year in value, despite relatively low dealer stocks. Inventories have declined rapidly in the three quarters ending in June.

Imports of fish recovered more than seasonally in the third quarter to rebuild cold storage stocks that had been reduced to low levels in mid-year. Purchases through September were 5% below last year, largely as a result of greater competition from beef and pork products which dropped in price in 1967.

Trade slow with LDC's

Good gains in sales to Canada and Japan contributed substantially to the 7% rise in U.S. exports to the developed countries in the first nine months of 1967. Smaller, but also significant, increases in shipments to Western Europe and to Australia, New Zealand, and South Africa added strength to the total. In contrast, exports to the developing areas advanced by only 2%; larger shipments to East and South Asia and to the Caribbean area were partly balanced off by a sharp drop in exports to Near Eastern countries.

Imports from the developed countries advanced by 7% in the first three quarters, but a reduction in supplies arriving from most developing areas held the total import advance to 4%. Much higher U.S. purchases in Canada accounted for most of the net rise, though supplies from Europe rose by a quarter of a billion dollars in the first nine months. Only the East and South Asian areas (principally Hong Kong) in the developing world sold more to the United States this year. Decreased demand for industrial supplies and foodstuffs was responsible for lower imports from Africa and Latin America.

DURING MISSION VISIT IN DUBLIN, Lord Mayor Thomas Stafford (ctr.) shows Director Henry Barbour (from left) and members Bernard Jacobson, Thomas Day, and James Davis the ancient chain of office.

West Virginia trade mission sees chances to sell more U.S. coal to Western Europe

Third industry-Commerce group to be sent out by State, members promote exports, tourism, industrial development

For many European countries, an increase in imports of coal is forecast, according to a recent West Virginia trade mission to Ireland and the Continent. In most of the countries visited, the overall picture looks bright for U.S. exporters, as Europe gears for increasing steel production.

Coal is West Virginia's biggest export item; thus, it occupied the chief interest of several of the mission members. Paints and glass also were represented.

Governor Hulett Smith earlier this year asked his special assistant, Henry Barbour, to recruit a trade mission for a business trip abroad.

The mission's aim was to promote exports, tourism, and industrial development for the State, and to study area redevelopment in the countries visited. The group spent three weeks in Ireland, Netherlands, Sweden, Belgium, and France. The coal members also visited Germany and Italy.

Coal picture studied

Europe imported almost 23 million net tons of bituminous coal from the United States last year, according to mission members Morton Eggleston, Jr., of the Norfolk & Western Railway Co., and B. V. Burroughs, Chesapeake & Ohio Railway Co. Almost 80% of this tonnage, or some 18 million tons, was from West Virginia.

The coal picture varies to some extent from country to country, but in general, U.S. coal may be expected to continue as an important item in European industry, Eggleston and Burroughs say. Highlights from their report, by country, follow.

Ireland in 1966 imported from the United States some 355,516 tons, virtually all for home heating. Because of the inroads being made by competing fuels, total coal consumption is not expected to increase. The possibility of expanding shipments of U.S. coal to Ireland depends on its competitive position with the coals of other supplying nations.

In the **Netherlands,** 3,165,221 tons of U.S. coal were received in 1966. Of this amount about 65% is of metallurgical quality, for steelmaking, and the remainder for steam. U.S. steam coal in the next few years is likely to face severe competition from Germany—which has large tonnages stored above ground.

Also, Dutch natural gas discoveries are expected to fill part of the energy needs of the utility industry. For U.S. metallurgical coal, exports are expected to more than double in the next few years because of the steel industry's expansion plans.

Underscoring the benefits of long-term contracts (see INTERNATIONAL COMMERCE, Oct. 9, 1967, p. 14), a major U.S. coal operator has signed a contract for supply to the Netherlands of 8 to 10 million tons—part of which will be mined in West Virginia—over a 12-year period beginning in 1968.

U.S. coal moving to **Germany**—4,894,331 tons last year—is primarily steam coal for the electric utility industry. Germany maintains a quota system for imports from non-Common Market countries, at present 6 million gross tons annually. No coal for steelmaking may be imported.

"The future for American steam coal in Germany appears reasonably steady for the next few years with considerable tonnage already contracted," the railway members point out. "After that, as in some other European nations, sharp competition is expected from other coal producing countries as well as from Germany's own mines."

Sweden imported from the United States 951,280 tons in 1966, all of metallurgical quality. If the expansion plans—at present postponed—of Oxelosund Steelworks are carried out, Sweden may become a customer for additional U.S. tonnage.

As in Sweden, all U.S. coal imported into **Belgium**—1,840,544 last year—is of metallurgical quality. The Belgian steel industry consumes 9 million tons annually—at present supplied at the rate of 6 million tons from its own mines and 3 million imported. Sources are the United States and Germany. Both Germany and Belgium have mine closure programs, which could be a factor favorable for U.S. exports.

Also in **Italy,** U.S. coal imports (7,805,553 tons, 1966) are of metallurgical quality. Germany and Poland have been providing stiff competition. The largest single consumer of American coal is the steel complex, Italsider. Now at 5.5 million tons annually, its consumption is expected to increase to 6.5 million tons by 1970, because of an expansion of its Taranto plant. Thus, in the long run, improvement of the American position can be expected, though the next few years may be rather difficult for U.S. exporters.

Both metallurgical and steam coal are imported from the United States by **France**—1,573,517 tons last year. The future is bright for metallurgical coal imports. A new steel plant, on the sea at Dunkirk, is expected to begin operation in 1969 with an annual requirement of 1.2 million tons. Most of this tonnage is likely to be imported, and U.S. exporters are expected to supply a large share. Another new steel plant is being considered, perhaps at Marseilles, to begin operation in five or six years.

Thomas G. Day, of the Union Carbide Corp., comments on the changing European chemical industry. Closer economic ties developed by regional groups, such as the Common Market and European Free Trade Association have necessitated a switch from relatively small plants for a restricted market to larger plants serving much larger markets.

As for glass, C. T. Swartling of the Viking Glass Co. reports little chance of selling to any of the countries visited. The cost of U.S. glassware, plus freight to Europe, greatly exceeds the price of European glass, he points out.

Several of the members commented on the interest in travel to the State sparked by the film, "West Virginia—Land for Relaxation," shown to various groups along the mission's itinerary. An effort also was made to associate travel by foreign visitors to Washington with tours to nearby West Virginia "to see America at its rural best."

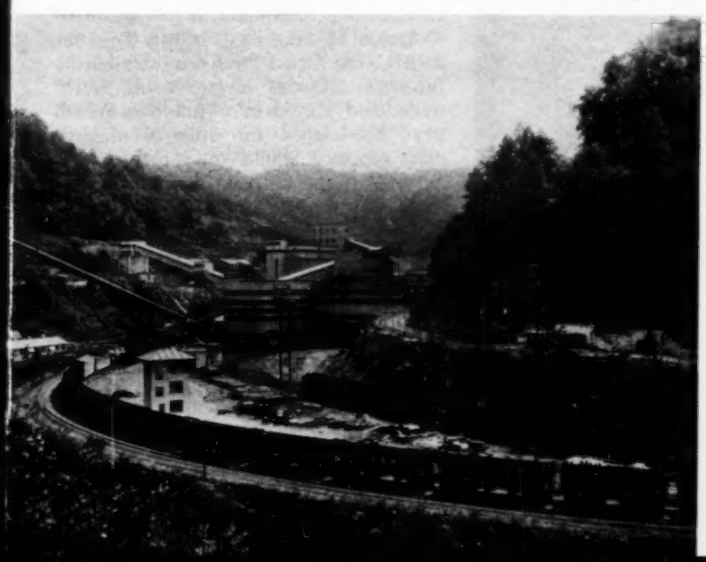
Barbour worked with industrialists, bankers, and industrial associations in trying to attract industry to West Virginia, and feels confident that their efforts will bear fruit.

Valuable information and ideas were exchanged on area redevelopment.

In addition to Director Barbour, the members of the mission were B. V. Burroughs, director, Tidewater Coal Traffic, C & O Railway; James H. Davis, III, attorney at law; Thomas G. Day, director, research laboratory, Union Carbide Corp.; J. Morton Eggleston, Jr., assistant director, International Coal Traffic, Norfolk & Western Railway; Bernard H. Jacobson, consultant, FMC Corp.; William A. Pugh, president; Vimasco Corp.; McDonald Smith, secretary-treasurer, Teamsters Joint Council; and Conrad T. Swartling, president of Viking Glass Co.

This was the third U.S. Government-approved trade mission to go out from West Virginia. The first was in 1964, the second in 1966—both to Europe.

AT ONE OF WEST VIRGINIA'S MANY MINES, coal is loaded into railway cars. From Norfolk & Western's Pier 6, much of State's coal is shipped abroad.



PITTSBURGH'S MANUFACTURING EMPHASIS was reflected by 750 registrants; at right, chairman Stanley C. Marshall confers with BIC's Archie M. Andrews.

Pittsburgh, Commerce talk trade

Sessions on Department's services attract 750 businessmen

"I'm going to check and make sure we're registered on the American International Traders Index when I get back to the office."

The comment was made by an executive of a major Pittsburgh corporation after hearing about the Index—and other services of the U.S. Department of Commerce's Bureau of International Commerce—at a recent day-long seminar designed to spread the full range of Commerce services before the businessmen of his city.

Reflecting the makeup of the area, most of those attending were from manufacturing firms—sales, marketing and management representatives. Consultants, special librarians and educators were also in the audiences hearing about Commerce's international business assistance programs.

Pittsburgh Commerce Institute, a federation of business organizations, worked closely with the Commerce Dept.'s Pittsburgh Field Office and Office of Field Services in Washington in organizing the seminar.

More than 750 Pittsburgh businessmen, in addition to some visitors from Chicago, Detroit and Dayton, Ohio, were on hand to participate in the sessions and attend a luncheon addressed by Secretary of Commerce Alexander B. Trowbridge.

The Canadian Government sent four men from its Commerce Department as auditors. A representative of Yugoslavia attended the meeting.

Archie M. Andrews, Deputy Director of BIC, conducted three seminars on the Bureau's activities in promoting world trade, and played to a full house each time. Spokesmen for other Commerce units reported similar responses.

"One of the hardest jobs," according to Stanley C. Marshall, president of the Commerce Institute, "was getting the participants out of the meeting room at the end of a session. It was a fine thing to have operating sessions of small working groups of business and government people investigating this treasure trove of information and assistance."

LUNCHEON SPEAKER was Commerce Secretary Trowbridge; program included 25 meetings like one below.

Building blocks help to cement Texas firm's position in Burma

'Total responsibility' approach wins repeat business for Interkiln Engineering of Houston; firm is active in more than 20 countries

A major economic building block for underdeveloped countries may well be the building blocks themselves.

This has been true in Burma and other nations where governments, assisted by a Houston, Texas, firm called Interkiln Engineering, Inc., have encouraged the development of local clay product manufacturing industries.

Experience in these countries demonstrates that brick, tile and ceramic manufacturing is a particularly attractive enterprise for countries seeking ways to develop basic industry and stimulate economic growth. According to E. T. Salgo, president of Interkiln, the chief advantages of this type of industry are:

► Clay and raw materials are available in commercial quantities in most parts of the world;

► Manufacturing facilities for these products require a relatively small capital investment, and

► Local people can easily be trained to operate the manufacturing facilities when they are completed.

"Another distinct advantage to developing this type of industry," Salgo says, "is the fact that a brick and tile plant immediately stimulates local construction. Housing and living conditions improve, and the availability of quality building materials at low cost encourages other industrial activity."

Experience helps

Fortunately, too, clay manufacturing plants are easily engineered and adapted to the needs of the country where they are to be operated. Because of its experience in this field, and also because the company features a "total responsibility" approach to plant development, Interkiln Engineering does everything possible to assure the technical and economic success of clay manufacturing facilities.

Interkiln's services cover the full range of plant development. This includes an appraisal of an area's potential, assistance with financial arrangements, engineering, construction supervision, training of employees and even management of plant operations when it is needed. The 19-year-old company, has successfully completed more than 140 projects in over two dozen countries, most of them in the underdeveloped areas of the world.

Interkiln first ventured into Burma in 1962 when it won a contract from the Burmese Government to design and erect a brick plant outside of Rangoon. The plant was completed in 1965, but Interkiln stayed on to manage the plant for the first six months and teach the Burmese how to operate its machinery.

"This plant is equal in quality and performance to any American brick and tile plant," according to Salgo. It features the latest design in equipment, processes, tunnel dryers and kilns. With only 30 employees, the plant produces ten million bricks a year. A similar plant built in Burma by a European concern cost twice as much as the Interkiln plant, employs 100 people and produces about the same number of bricks.

Burmese authorities have now contracted with Interkiln to build two additional plants. One is under construction about 30 miles outside Rangoon. The third will be built beside the first Interkiln plant. The total capacity of these three brick plants will be about 75 million bricks a year when all are completed.

Interkiln has also assisted the Burmese government in a unique project to manufacture materials for the construction of a liberal arts college. In order to avoid importing steel beams and other expensive materials to build the school, a combination of glazed clay products and prestressed concrete beams are being used to form the basic structure of the buildings.

The most attractive features of all of these clay manufacturing activities in Burma, Salgo points out, are that they are using local materials, providing jobs for local people and producing products the country needs—yet, most of them were financed by outside capital at little expense to the Burmese government. German Federal Government loans financed two brick and tile plants, and the new college is being built by the Agency for International Development (AID).

Liaison with U.S.

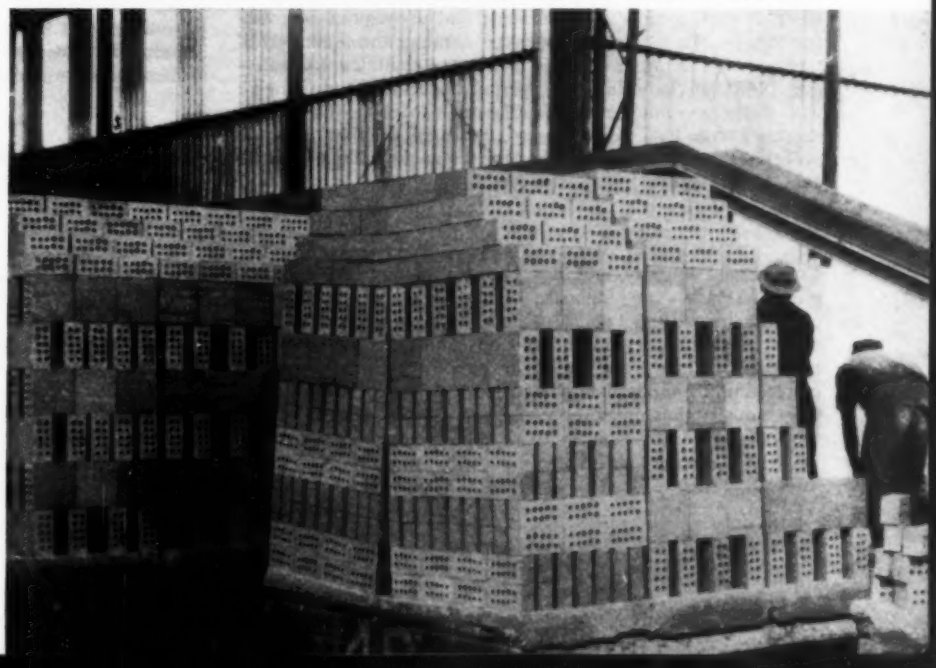
Interkiln Engineering is one of the few American companies allowed to operate in Burma.

"The reason is simple," says Salgo. "They know we are there to make money, but we have also proven to them over a period of years that we are equally interested in helping them develop a ceramic industry that will make a vital contribution to a newly industrializing country like Burma."

In short, Burma is using bricks to build a basic economic foundation, and Interkiln Engineering is contributing vital skills to assist the government in developing this new industry.

Of his dealings with the Burmese, Salgo says "I have full confidence in them. We would be ready to give them a carte blanche credit for any project they wish to build."

TOTAL RESPONSIBILITY PROGRAM for getting a plant on its feet has helped win repeat business for Interkiln in Burma and around the world. The firm's plants are tailored to the host country's needs.



United States overseas

The export promotion dates on these five pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Family Play Time Show. THAILAND. The stability and security created by a booming economy, rising standards of living and growing disposable personal income has created for the Thais conditions which are conducive to the pursuit of sports, hobbies and leisure time activities. This development has sparked a growing demand for U.S. golf equipment, craft and hobby products such as ship, airplane and automobile model kits, pop, jazz and classical records, toys, toiletry and cosmetic supplies. **Bangkok Trade Center. Dec. 12-29.**

Mining equipment. THAILAND. Extensive geological investigations have uncovered heretofore untapped mineral and metal resources throughout Thailand. Efforts to expand and upgrade road networks and improve harbor facilities are creating the basic infrastructure needed to bring these new finds into production. This activity is adding a new and important dimension to Thailand's already thriving mining industry. With increased government and private interest, demand for mining, ore beneficiation and earth moving equipment as well as related instruments and accessories is growing rapidly. To cater to this proven demand the second U.S. showing of mining equipment has been scheduled for January, 1968. This event has been planned specifically to coincide with a major mining congress scheduled to be held in Bangkok and thus take advantage of the large number of trade visitors expected to be in attendance. **Bangkok Trade Center Jan. 15-20, 1968.**

Commercial laundry and dry cleaning equipment and supplies. JAPAN. The Japanese commercial laundry and dry cleaning industry is "going modern." Many segments of the market including neighborhood shops, full line establishments, linen supply firms, and industrial and institutional users are converting to modern sophisticated equipment. Since 1961 this industry has mushroomed from 38,376 establishments to more than 53,000 in 1965 with continued growth expected. In 1966 commercial laundry and dry cleaning equipment sales in Japan exceeded $20,000,000 with U.S. manufacturers capturing two-thirds of the $5,000,000 import market. **Tokyo Trade Center. Jan. 22-27, 1968.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal product categories to be featured include housewares, food items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y., 10018, **Scheduled for Feb. 22-April 6, 1968.**

Agricultural machinery, food processing and packaging, metalworking machinery, industrial and agricultural chemicals, industrial engineering. PAKISTAN. U.S. Trade and Investment Mission is scheduled for **Feb. 3-Mar. 4, 1968.**

Non-destructive testing and quality control equipment. GERMANY. "It doesn't cost—It pays" will be the selling theme for the promotion of U.S.-made radiographic, isotopic, magnet particle, penetrant, ultrasonic, eddy current, sonic, high voltage, microwave, beta-ray, thermographic, infra red and other non-destructive research, laboratory and production line quality control equipment. European industrialists, ever conscious of the need for top quality and low cost production, desire the American experience gained in the fields of advanced data processing and electronic circuitry combined with basic non-destructive test principles which have traditionally given American products a distinct advantage over most European ones. The present annual market for non-destructive test equipment in Germany alone is estimated at $50 million and by 1970 should surpass $100 million. The

promotions

convenience offered by the display area and the centralized location of Frankfurt in the Common Market Area provides a unique opportunity for the serious buyer to get a broad view without the tedious, tiring hall-to-hall visit so common with most European Fairs. **Frankfurt Trade Center. Feb. 5-8, 1968.**

Miniature and microminiature electronic components. UNITED KINGDOM. British demand is accelerating for U.S.-made miniature and microminiature electronic components. Sales of solid circuits, thick-film, and thin-film circuits in the U.K. are expected to reach $8.7 million in 1967, and $48 million by 1970. More than 50% of the market for microminiature circuits in the United Kingdom is imported—most of it from the United States. Production of microcircuits in the U.K. has increased in recent years, but it is unlikely that it can keep up with the explosive demand projected for the next decade, and imports from the United States should continue to rise. **London Trade Center. Feb. 14-22, 1968.**

Institutional Hospital Equipment and Supplies. JAPAN. The sharp increase in the number of hospitals and clinics, approximately 100,000 now operating in Japan, coupled with labor shortages and rising wages, averaging 10% per annum, offer an excellent market for a wide variety of U.S. institutional hospital equipment, particularly products with advanced design and labor-saving features. Market research has revealed a good demand exists for food preparation and service equipment, office machines, especially automated accounting systems, sickroom furniture and patient care equipment, equipment for housekeeping services from linen folders to floor scrubbers, and products for facilities improvement of all types —air conditioning, communications, record keeping, pharmacy, and nurses' stations. Japanese doctors, hospital and clinic administrators and other medical professionals feel that American medical treatment and hospital equipment is more advanced than Japanese, and these influential decision-makers will be visiting this show to see, specify and buy products shown by participating U.S. manufacturers. The impetus to buy is aided by a booming economy now prevailing throughout Japan. **Tokyo Trade Center. Feb. 19-24, 1968.**

Hi-Fi Equipment. SWEDEN. The Swedish market appears to offer an excellent opportunity for sales of American high fidelity and stereophonic sound reproduction equipment, currently estimated at more than $5 million annually and expected to double in the next few years. Swedes appreciate good music and enjoy one of the highest standards of living in Western Europe. They have sufficient disposable income for luxury items. As the novelty of TV diminishes, a sharp rise is expected in the popularity of complete sound systems. **Stockholm Trade Center. Feb. 22-28.**

Insecticides, fertilizers, agricultural chemicals, consumer goods, industrial and construction machinery and equipment, food processing and refrigeration equipment. IVORY COAST, CAMEROON. U.S .Trade and Investment Mission. Business proposals should be submitted by Jan. 15, 1968. Mission is scheduled for **Mar. 11-Apr. 4, 1968.**

MACHINERY FOR SEALING PLASTIC BAGS is viewed by visitors to U.S. Trade Center, Milan, during Materials Handling Show, Oct. 1967. Doughboy Industries' Italian representative predicts $40,000 sales in next year.

Packaging Equipment and Materials. ITALY. Italy offers an excellent market for specialized and advanced packaging, packaging and accessory equipment. U.S. manufacturers supplied nearly 20 percent of Italy's imports of packaging equipment in 1966, and the current demand for special and fully automatic packaging equipment from the United States is still rising. Most Italian users and potential buyers of packaging machinery and equipment feel that U.S. products are superior to European items in efficiency, technical quality and durability. **Milan Trade Center. Mar. 13-19, 1968.**

Data processing equipment. GERMANY. Outside of the U.S., Germany is the largest market for electronic data processing equipment. This market will approach $300 million in 1967 for computers and related equipment, and the growth of computer installations is expected to double by 1974. More than 80% of the computers now in use and on order are of U.S. design. The rapid expansion of the German computer market offers prime export opportunities for equipment manufacturers and firms offering consulting and software services. **Frankfurt Trade Center. March 18-22, 1968.**

Equipment and Supplies for the Plastics Industry. SCANDINAVIA. Scandinavian per capita consumption of plastics is high. Sweden itself is the third highest per capita consumer of plastics in the world. Rapid advances in technology, resulting in development of special-purpose resins, better design applications and greater use of plastics in combination with other new materials, have generated an overall annual production increase of 20% in the Scandinavian plastics industries. Sweden alone is estimated to spend $8 million a year for plastics machinery, yet only one firm manufactures needed equipment. Scandinavian countries rely increasingly on imports of capital equipment and supplies to fill production quotas. **Stockholm Trade Center. Mar. 28-Apr. 3, 1968.**

Industrial gas equipment. UNITED KINGDOM. Great Brit-

ain is on the brink of one of the most significant economic developments in the past several years. This stems from the discovery of a vast supply of natural gas (estimated at 4 trillion cubic feet a day for 25 to 30 years) in the North Sea, some 35 miles off the coast of England. Due to the marked differences in the character of manufactured gas and natural gas, practically all of the present industrial equipment using this type of fuel must be converted. This will involve the installation of 1250 miles of high pressure pipe line at an estimated cost of $420 million. The overall budget involving a changeover of many thousands of items of equipment is $1.2 billion. The opportunities for U.S. participation in this industrial transition are substantial. **London Trade Center. April 17-25, 1968.**

Food processing and packaging machinery, general industrial equipment, automotive parts and accessories, chemical and petrochemical parts and processes, and international trade, finance, and investment. PARAGUAY, CHILE. U.S. Trade Mission. Business proposals should be submitted by Mar. 1, 1968. Mission is scheduled for **April 20-May 18, 1968.**

Industrial process control equipment. SWEDEN. There is a growing demand in Sweden for both electronic and non-electronic instruments and devices for controlling industrial processes. In its effort to stem rising manufacturing costs and to remain competitive in world markets, Swedish industry is utilizing a wide range of process control equipment, including instruments imported from the United States valued at more than $3 million annually. Although market potential extends throughout Swedish industry, the pulp and paper, cement, chemical and metal fabrication industries offer prime sales prospects for U.S. equipment. Among the products to be featured at the exhibition are electric, electronic and mechanical instruments and devices used in measuring, recording and controlling the variables of industrial production such as temperature, pressure, moisture, delivery and liquid level. U.S. firms exhibiting will have an excellent opportunity to reach the specialized, selective Swedish industrial market, to establish sales representation there, or to expand existing sales. **Stockholm Trade Center. April 18-24, 1968.**

Electronic Production Equipment, Computers, Instrumentation. UNITED KINGDOM. Next to the United States, Britain is the free world's largest producer and user of instruments and electronic production equipment. With a rapidly growing European electronics market, presently estimated at over $9 billion, of which the U.K. market makes up $2 billion, and London the center of European Trade, especially electronics, the setting for the most successful Instruments, Electronics and Automation Exhibition is assured. The IEA Exhibition, held every other year, is the leading electronic design engineering event in Europe. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. Instruments, Electronics, Automation Show, Olympia, London. May 13-18, 1968.**

Advanced Industrial Valves, Filters, Pumps and Compressors. JAPAN. Japan's economy continues to surge forward on all fronts, and achievements in 1966 exceeded all forecasts. As one of the world's leading industrial nations surpassing most European countries. Japan is looking for the newest and the best technology. Its industrial modernization and increased sophistication have paved the way for a clearly marked trend toward the increased use of advanced fluid, gas, and solids handling equipment throughout Japanese industry. Although the United States has a major portion of this important and lucrative market, American businessmen must continue to promote their products actively to meet increasing European competition. To ensure your share write now to obtain full details on how you may participate in this important Exhibition. **Tokyo Trade Center, May 13-18, 1968.**

Papermaking equipment. ITALY. The Italian market demand for papermaking machinery and equipment tops $30 million annually, and imports satisfy about 60 percent of this demand. The expanding production of paper and paperboard, which industry sources have conservatively estimated at 5% yearly during 1966-1969, and the necessity for continuous modernization to keep abreast of technological progress, make the Italian market a promising one to U.S. manufacturers in this field. Reports from Italy indicate that domestic demand has increasingly favored advanced and specialized American auto-

LOCAL AGENT for Ace Controls, Inc. (at center with glasses) demonstrates firm's industrial shock absorbers to interested Japanese buyers at a Tokyo show.

matic, precision, and labor-saving papermaking equipment since there is some concern that rising labor costs and lagging technical development might lead to greater competition from imported paper products. **Milan Trade Center. May 15-21, 1968.**

Instrumentation and chemical processing equipment. FRANCE. The chemical industry is the strongest sector in the French industrial complex, currently growing at the rate of 8.4% per year. By July, 1968, there will be no protective internal tariffs within the Common Market, so France urgently needs to modernize its chemical industry to get on a competitive footing with its European member partners. This year $408 million will be spent on new plant facilities, including the latest in automation and processing equipment available. By 1970 these investments are slated to reach $612 million. The CHIMIE trade fair in Paris is the biggest chemical show in Europe in 1968 and is an ideal medium to reach this dynamic market. Attendance tops 350,000 business visitors and almost 1,400 manufacturers exhibit. **U.S. Commercial Exhibition, Salon International de la Chimie, Paris, May 24-June 1, 1968.**

Shipyard production and marine equipment. JAPAN. Unprecedented growth, dynamic annual increases, incredible success are among the descriptions applied to the Japanese shipbuilding industry. The nation, the world's largest producers of vessels, from small hydrofoils to the world's largest ocean-going tanker, offers a prime market for all types of equipment. Currently, there is a 14.1 million ton backlog of vessel orders; this is an estimated two year production reserve. With expansion of existing facilities, increased capability is foreseen to handle more construction. Demand is expected to continue to be strong. Much U.S. hardware is still considered to be of superior quality and advanced design. In 1966 the United States supplied to the marine construction industry 50% of the advanced equipment and supplies imported into Japan. American shipboard equipment of all kinds—mechanical, electrical, electronic, pneumatic—as well as specialized machine tools, assembly and handling equipment, testing gear and supplies used at dockside, in workshops, in hulls, and on decks have been identified as having good sales opportunities within the Japanese shipbuilding industry. **Tokyo Trade Center. June 17-22, 1968.**

Document processing and reproduction equipment. JAPAN. Like the U.S., Japan faces the problems of an ever increasing volume of paperwork, document reproduction, information storage and retrieval in corporations, universities, government agencies, financial institutions, research laboratories, information centers, libraries, manufacturing and engineering concerns, commercial organizations and agencies of all types. Many areas of this market are just beginning to institute advanced document processing procedures. Modernizing activities in the following areas are now taking place or are planned: Reprography and microfilming, document and record storage and retrieval, copy and graphic arts preparation, photocopying, duplicating and reproduction. According to recent reports, there is a significant market potential and a definite demand for U.S. made equipment for reproduction, microfilming and retrieval systems. Through this exhibition, U.S. manufacturers have a prime opportunity to introduce the most modern information handling systems to a $30-$40

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne, and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

SWEDISH REPRESENTATIVE of General Binding Corp. shows plastic laminating machine to trade journal writers attending press preview of Stockholm Trade Center's office equipment exhibition in September.

million market which is increasing annually. **Tokyo Trade Center. July 22-27, 1968.**

The following shows, in which all available display space has been booked, are still open for visits by interested representatives of the industries involved.

Space fully booked **Automotive diagnostic and service equipment. ITALY.** The number of motor vehicles in Italy increased from 3,580,222 units in 1963 to 6,141,700 units in 1966. By 1969 this figure will reach 9,000,000. Such increases in the number of vehicles have created a rising demand for testing and service facilities in Italy. **Milan Trade Center. Dec. 1-7.**

Space fully booked **Chromatography and electrophoresis instrumentation. UNITED KINGDOM.** Advanced analytical instruments are needed by British industrial and institutional laboratories to meet rapidly expanding requirements. The present market is placed at $34.2 million, of which 46 per cent is imported. The U.S. accounts for 51 percent of these imports. Continuing high levels of research and development expenditures in the U.K. promise dynamic markets for U.S. instruments. The Department of Commerce will cooperate with the exhibitors in sponsoring a workshop/symposium at this show. This added attraction will be held in the theater under the Trade Center on Dec. 7, 12, and 13. Subject of the symposium will be "Chromatography, Electrophoresis, Fluorescence and Phosphorescence Techniques." Among authorities from the United States and Europe who will deliver papers are Dr. J. Kohn, Chief Pathologist, Queen Mary's Hospital, London; Dr. Joseph Preston, Director, Colorado State Pathological Laboratory; and Dr. Frank Peaker, Professor, University of Birmingham, Birmingham, England. **London Trade Center. Dec. 6-14.**

Space fully booked **Paper industries equipment. JAPAN.** Japanese requirements for papermaking, converting and bookbinding equipment are substantial—1966 imports of these products exceeded $7 million. The nation is the third largest producer of paper in the world; last year's production surpassed 8 million metric tons, a three-fold gain in the past decade. Although the country is self-sufficient in large pulp and paper production machinery, there are large demands for paper conversion equipment, accessories and supplies of all types. Modernization of the carton and box industry, as well as improving production within the country's 14,800 processing and finishing plants, is encouraged by national fiscal policies through low cost loans, special depreciation rates and certain tax concessions. Japan's 3,400 bookbinders cannot keep abreast of the publication needs of the country and governmental assistance is anticipated to sustain a large scale modernization program. High quality and specialized paper bag production, printing and filing equipment, business papers and forms production machinery, quality control instrumentation and high-speed production supplies offered on world markets by U.S. manufacturers have been identified as "most saleable" to Japanese paper product makers. **Tokyo Trade Center. Dec. 11-16.**

Space fully booked **Compact computers. UNITED KINGDOM.** Sales potential is high in the U.K. for U.S.-made computers designed for the limited requirements of small-scale or specialized users. Attractive market opportunities are indicated by the willingness of British businessmen to modernize, and by the U.K.'s growing research and development expenditures—which exceeded $2 billion last year—more than the combined R&D expenditures of the entire Common Market. Following the London Trade Center Exhibition, the displays will be mounted in railroad cars and constitute an exhibit train, which will make scheduled appearances at four leading U.K. business cities. **London Trade Center—Jan. 16-19, 1968; Train displays: Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3; Glasgow, Feb. 5-7.**

Space fully booked **Advanced medical equipment. ITALY.** Italian Government plans call for the expenditure of $528 million for new hospital facilities for the five-year period that began in 1965. In addition to the sales that will result from the construction of new medical facilities, a fertile market already exists among Italy's over 1200 currently operating hospitals that are reportedly lacking in modern, technically-advanced medical equipment and supplies. Italian imports of medical equipment and supplies have averaged about $6 million annually over the past few years. **Milan Trade Center. Feb. 7-13, 1968.**

More countries devalue currencies in wake of U.K. action on pound

More countries have devalued currencies in the wake of the devaluation of the British pound. Last week's issue reported actions by the U.K., Ireland, Israel, Spain, Cyprus, Guyana, Malawi, Denmark, New Zealand and Gambia.

As INTERNATIONAL COMMERCE went to press, the International Monetary Fund's Board of Directors had not yet met to take action on the U.K. request for a loan to bolster the pound.

Hong Kong

The Hong Kong dollar was formerly worth 17½ U.S. cents. Immediately after the U.K. announcement, it was devalued to 15 cents, the same devaluation ratio as that of the British pound. However, after further consideration the Government of Hong Kong has revalued its dollar to the equivalent of 16½ U.S. cents.

The Bahamas

The Bahamas is the only sterling bloc nation in the Caribbean that did not devalue on a par with the U.K. The Bahamas dollar was formerly worth 7 shillings, tuppence (U.S. 98 cents). It has been revalued at the equivalent of 8 new shillings, making it equal to 96 U.S. cents.

Barbados and Leeward and Windward Islands

Barbados and the smaller Leeward and Windward Islands in the Eastern Caribbean Currency Board devalued on a par with the U.K. Their dollar was previously worth 59 U.S. cents. It is now worth 50 U.S. cents.

IMF—Jamaica

The Government of Jamaica has proposed and the International Monetary Fund has concurred in a change in the par value of the Jamaican pound to be effective Nov. 21, 1967. The new par value is .416667 Jamaican pound per U.S. dollar. The previous par value was .357143 Jamaican pound per U.S. dollar.

Expressed in terms of gold and in terms of the U.S. dollar of the weight and fineness in effect on July 1, 1944, the new par value of the Jamaican pound is:

Grams of fine gold per Jamaican pound 2.13281.

Jamaican pounds per troy ounce of fine gold 14.5833.

U.S. cents per Jamaican pound 240.

IMF—Ceylon

The Government of Ceylon has proposed and the International Monetary Fund has concurred in a change in the par value of the Ceylon rupee to be effective in Ceylon Nov. 22, 1967. The new par value is 5.95 Ceylon rupees per U.S. dollar. The previous par value was 4.76 Ceylon rupees per U.S. dollar.

Expressed in terms of gold and in terms of the U.S. dollar of the weight and fineness in effect on July 1, 1944, the new par value of the Ceylon rupee is:

Gram of fine gold per Ceylon rupee 0.149297.

Ceylon rupees per troy ounce of fine gold 208.333.

U.S. cents per Ceylon rupee 16.8000.

IMF—Trinidad and Tobago

The Government of Trinidad and Tobago has proposed and the International Monetary Fund has concurred in a change in the par value of the Trinidad and Tobago dollar to be effective in Trinidad and Tobago Nov. 23, 1967. The new par value is 2.000 TT dollars per U.S. dollar. The previous par value was 1.71429 TT dollars per U.S. dollar.

Expressed in terms of gold and in terms of the U.S. dollar of the weight and fineness in effect on July 1, 1944, the new par value of the TT dollar is:

Gram of fine gold per TT dollar 0.444335.

TT dollar per troy ounce of fine gold 70.0000.

U.S. cents per TT dollar 50.0000.

IMF—Sierra Leone

The Government of Sierra Leone has proposed and the International Monetary Fund has concurred in a change in the par value of the leone to be effective in Sierra Leone on Nov. 22, 1967. The new par value is .833333 leone per U.S. dollar. The previous par value was .714286 leone.

Expressed in terms of gold and in terms of the U.S. dollar of the weight and fineness in effect on July 1, 1944, the new par value of the leone is:

Grams of fine gold per leone 1.06641.

Leones per troy ounce of fine gold 29.1667.

U.S. cents per leone 120.000.

IMF—Iceland

The Government of Iceland has proposed and the International Monetary Fund has concurred in a change in the par value of the Icelandic krona to be effective Nov. 27, 1967. The new par value is 57.000 Icelandic kronur per U.S. dollar. The previous par value was 43.000 Icelandic kronur per U.S. dollar.

Expressed in terms of gold and in terms of the U.S. dollar of the weight and fineness in effect on July 1, 1944, the new par value of the Icelandic krona is:

Gram of fine gold per Icelandic krona 0.0155907.

Icelandic kronur per troy ounce of fine gold 1,995.00.

U.S. cents per Icelandic krona 1.75439.

Malta

Same as U.K. devaluation.

British Honduras

The British Honduras dollar was devalued on a par with the U.K. action, and 1.66 British Honduras dollars now equal one U.S. dollar. In other words, the British Honduras dollar is now worth about 60 U.S. cents.

Peoples Rep. of South Yemen

Same as U.K. devaluation.

Several non-Metropolitan areas of the U.K. followed the home country's lead and devalued their currencies by exactly the same percentage: Bermuda, Falkland Islands, Gibraltar, Mauritius and Seychelles.

Four non-Metropolitan areas of the U.K. did not devalue their currency at all: Bahrein, Brunei, Rhodesia and Tonga (British Western Pacific Islands).

Fiji devalued its currency, but only by 9.96%, as opposed to the dip of about 14.3% in the value of the pound.

Austria sees some plusses

Slowdown marked third quarter; mid-1968 upturn held possible; crop reports good

The Austrian economic slowdown, which started in the second half of 1966, continued throughout the third quarter of this year. By the end of the summer industrial production had declined below last year's level, according to the latest Economic Trends Report submitted by the U.S. Embassy in Vienna.

In many cases the lack of orders induced investment goods industries to close down for extensive vacations, and consumer goods industries have only slowly started to prepare themselves for the seasonal upswing. The construction industry is not working at full capacity despite some major public contracts. Transport statistics also generally give the picture of a stagnating economy.

The labor market has begun to reflect the economic slowdown. Unemployment has shown a faster rising trend and job openings are declining.

Present estimates are that the Gross National Product at constant prices will not increase by more than 2% in 1967. This represents only a 1.4% increase per capita.

However, this was a good crop year, the second in a row, and agricultural production as a whole continues to show a moderate upward trend.

AUSTRIA'S FOOD INDUSTRY is one of the most vigorous consumer industries, which are doing well despite a slump in the country's industrial output. Below, a housewife shops for sausage at a self-service grocery store in Vienna.

Total industrial production is not going to exceed last year's output, but development in the various industries are quite divergent. Basic industry, especially steel mills and foundries, has been hard hit. The production of finished investment goods has gone down lately, after a temporary revival in the second quarter.

The mining, basic raw materials and the consumer goods industries are doing relatively well. However, there are wide variations among branches of consumer goods, with the food industry expanding but shoes, textiles and especially durable consumer goods showing considerable decline.

It is difficult to forecast the future. The Government expects an upturn not later than the middle of 1968. The 1968 budget proposal assumes an increase of real gross national product between 3-4%. This expectation is based on three considerations: (1) an expected economic revival of Austria's major trading partners, particularly Germany; (2) the expansionary effects of the 1968 budget; and (3) an easy money policy.

On Oct. 25 the Austrian National Bank reduced the discount rate by one-half percentage point to 3.75% and reduced the minimum reserve requirements of the banking system. Although these measures will in principle make borrowing more attractive and increase the liquidity of the banks, they by themselves are not likely to stimulate the economy significantly.

The likely economic impact of the budget is difficult to assess at this time. The over-all 1968 budget deficit is 1.8 billion schillings ($69 million) higher than the present estimate of the 1967 actual deficit.

The budget has the potential to stimulate the economy, but it is difficult to judge now how strong and timely the stimulus will be, and a great deal will depend on the delicate coordination of revenue and expenditure flows.

The economic slowdown has revealed some of the weaknesses in the economy.

Large segments of industry are in need of rationalization, modernization and structural reorientation.

How to spur demand, encourage investments, how to avoid inflation, and how to do this within the narrow confines of institutional restraints, and what is politically acceptable, has been the preoccupation of the budget makers and economic interest groups since the beginning of the parliamentary session.

One of the most serious concerns of the Austrian authorities at present is to establish an effective incomes policy. For several years increases in real wages have been sufficiently large to overtake productivity increases; this may have been a desirable development at one time but there is general consensus that at this stage price and wage stability are necessary and a pre-condition for a healthy renewal of economic expansion.

Negotiations are now going on among the various interest groups and with the participation of government representatives to hammer out an agreement on an incomes policy. Key elements would be restraints on wage demands coupled with a policy aimed at containing price rises.

Tax increase

Unfortunately, the government felt that it had no other options but to propose certain budget measures, including increased indirect taxes, border taxes, agricultural import levies, which are expected to contribute to price rises. While there is consensus on objectives, it is more difficult to reach agreement on specific details.

The cyclical situation is very much reflected in the balance of payments. During the first nine months of 1967 the trade deficit was reduced to $394 million compared to $500 million in the corresponding period of 1966. Up to September, exports were more than 7% higher and imports nearly 2% lower than last year. Latest figures for September show that the trend has become even stronger: exports were up by 11% and imports down 7% compared to last year.

The improvement in the trade balance more than offset the slight decline in invisible transactions, with the result that the current account during the first nine months of 1967 showed a $12 million surplus compared to a $73 million deficit last year.

The trade statistics show a significant reorientation during these months. Austrian exports to EFTA have increased by 18.8%, and imports have increased by 8.6% during the first nine months of

1967 over the corresponding period last year.

Trade figures with the EEC show a 2.7% decline on the export side and 2.2% decline on the import side. Exports to Eastern Europe increased by 14.8% (Jan.-Aug.) and imports declined by 5.3%. Exports to the U.S. went down by 0.3%, imports from the U.S. dipped 21.8%.

The major elements in the U.S. decline have been reduced Austrian imports of American feedgrains, coupled with practical stagnation of trade in other goods ($44 million in the first seven months of 1967 as against $42.6 million in the previous year).

The good grain crops in 1966 and 1967 have reduced import requirements while, at the same time, good crops in Eastern European countries have made Austrian procurement from these sources more advantageous.

Thus, feedgrain imports from the Eastern countries dropped by 9% but imports from the U.S. by 74% during the first nine months of the year. Agricultural policy is aiming at a better adaptation of production to domestic market needs.

In October Austria replaced high tariffs on sugar and starches and a large array of foods containing these products, with variable levies which are going to hamper imports even more than the previous tariffs. They are likely to have a relatively greater effect on imports from Austria's EFTA partners.

The most significant measure which is going to affect American exports adversely is the proposed general increase in border taxes on imported products. Although the details of the measure have not been made public, it appears that the increases in current border tax rates will range from 2.50 to 4.75 percentage points. The tax increase is supposed to yield $35 million in additional government revenues.

Budgetary needs were the deciding factor in proposing the measure, though elimination of discrimination against domestic producers is also claimed as justification.

While it is still too early to assess the exact impact of this measure on U.S. trade interests, it is likely to affect U.S. exports more than those of Austria's neighbors since border taxes are calculated on the basis of c.i.f. Austrian border prices plus duty. The effect of this measure on foreign trade will be only partly offset by an increase in domestic turnover tax from 5.25% to 5.50%, levied at the manufacturing and retail level.

There are other measures which will expand trade opportunities. Austria plans to put into effect, on Jan. 1, the first tranche of tariff cuts agreed to in the Kennedy Round negotiations.

Austria's concessions include substantial tariff cuts of up to 50% for petroleum and petroleum products, chemicals, plastic materials, rubber goods, machinery and technical equipment, electrical machinery and equipment, and music instruments.

Lesser reductions are to be made in tariffs on leather and leather goods, lumber and wooden products, paper and paper products, textile fibers, foot and head wear, goods made of stone, glass and ceramic materials, non-precious metals, special automotive vehicles, tractors, optical and photographic articles, instruments and equipment, furniture and toys.

On Jan. 1, Austria will also eliminate the discriminatory taxes on large-cylinder automobiles. Though under present depressed economic conditions the effects of this move on the sale of American automobiles is not expected to be much, at least a long-standing irritant has been eliminated.

Also, while some of the adverse competitive effects of East-West trade on American exports to Austria have been shown above, it is certain that American trading and financial interests are participating to an increasing extent in Austria's expanding trade with her Eastern neighbors.

Austria will have negotiated, by early next year, renewal of trade agreements with all the Eastern European countries; they all provide for expanded trade and some liberalization of the prevailing trading system.

Closer ties to U.S.

There are several factors which portend expanded economic relations with the U.S. in the longer run.

Austria will look with interest toward American technology and investments in her drive to modernize and diversify her economy. Examples include the petroleum industry, where close relations exist between the Austrians and American companies. Elsewhere an American consultant firm has just won a contract to prepare a study on the rationalization of the Austrian steel industry.

The success of the recent "America Week" in a large Viennese department store suggests that a more systematic and imaginative introduction of American merchandise and merchandising may be both desirable from the Austrian point of view and profitable to U.S. business. It merits further exploration, the more so since with increasing travelers from the East, Vienna could be a show window for American consumer goods reaching out to this wider clientele.

Canadian upturn fails to materialize; predictions vary

Government's need for cash forces temporary tax increase

The rapid increase in Canadian economic activity foreseen only a few months ago has failed to materialize, and based on some recent indicators such as the unemployment rate, investment intentions, and exports, the economy could be facing a period of relatively slow growth over the short-term.

On the other hand, the Economic Council of Canada has projected strong demand for consumer and investment goods until 1970 according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Ottawa.

Despite the moderation after a six year expansion, wages and costs continue to increase at an inflationary rate. A more immediate problem facing the Government than inflation or a slowdown in economic activity is its own cash requirements, which have forced it to announce a temporary tax increase as well as other fiscal measures which could have a deflationary effect on the economy.

In view of the poor state of the Canadian capital market, which an expansionary monetary policy has not been able to correct, the Government is depending on the tax increase and the cutting of expenditures to provide an atmosphere for stable economic growth.

The demand for exports has tapered off somewhat from its very high rate during the first part of 1967, causing the improvement in the invisibles account to be more than offset by the narrowing of the merchandise trade surplus.

The current account deficit for the year could be close to C$1 billion again.

Copies of the full Economic Trends Report from which this summary was drawn are available for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order: DIB 67-12-040.

Portuguese growth slows

Heavily reliant on outside factors, economy awaits world business upturn

The Portuguese economy continues to expand, but at a slower pace than in recent years and at a rate below the target for annual expansion set by the Interim Development Plan (1965-67), according to the latest Economic Trends Report submitted by the U.S. Embassy in Lisbon.

Although no estimates of gross national product are yet available for this year, all indicators of output and demand suggest that there has been no increase in the rate of growth of GNP, which in 1966 was down to 4.7% (at constant 1963 market prices) compared with 7% in both 1965 and 1964.

As an indicator of the slowdown in the growth rate of business activity in general, the value of commercial instruments traded in the clearing house during the first half of this year increased by only 7.9% compared with 12.8% during the same period last year. In addition, the value of commercial paper discounted by banks has increased by only 7% compared with 21% during the first half of 1966.

At the same time, as an indication of the precarious financial situation of many firms, the value of unpaid (protested) drafts increased by 86%. These statistics confirm reports by leading businessmen that sales are on the whole above last year, but are expanding at a slower rate.

The pattern in foreign trade has shown similar signs, with Metropolitan Portugal's trade with other countries increasing, but at a reduced rate as a result of a leveling off of demand internally as well as in many other countries.

Import growth slows

During the first eight months of this year, imports increased by only 6.3%, compared with 10.7% in all of 1966, and nearly 18.8% in all of 1965.

At the same time, exports increased at the rate of 7.2% during the first eight months of this year compared with 7.6% in all of 1966 and 11.7% in the year 1965.

In general, import demand has continued to be greatest for consumer goods, rather than capital goods as would be the case were investment at a higher level.

Nevertheless, the highest rates of increase in imports were in the fields of transportation equipment, vegetable products, minerals, and chemicals. The greatest decline in imports was in the field of textile materials, principally raw cotton, reflecting the difficult financial situation of the local textile industry.

Export growth has been greatest for food and beverages, particularly tomato concentrates, canned sardines, and table wines, as well as electrical equipment, some textiles, and wolfram. Continuing a tendency of several years, export growth was small for cork and cork products, Port wine and wood pulp.

The direction of trade continues to be toward Western Europe, although the value of imports from the Federal Republic of Germany and France have fallen off while imports from Great Britain and other European countries have increased. Imports from the United States are also increasing, but by a rate of only 2.5% compared with 9% for all of last year.

Indicators are too ambiguous to permit any forecast of future trends in trade and production, but there are some signs that a recovery from the slowdown which characterized the economy during the latter half of 1966 and early this year may be beginning. Most important for the improved outlook are vibrant activity in the construction industry, improved agricultural conditions, and continuing high earnings from tourism.

The role of the government, which heretofore has followed an extremely conservative financial policy in the interest of price stability, is the main imponderable and, according to many businessmen, is having a dampening effect on investment to expand productive capacity.

The Government has not been too successful in controling inflation. Official figures show that the average monthly index of consumer prices in Lisbon increased by 3.2% during the first eight months of this year, and it probably will continue to rise.

Nevertheless, real wages are rising slowly, and business continues at a healthy pace as a result of gradually increasing consumer demand. If predicted improvements in the economies of Portugal's principal trading partners in Europe take place and projects get underway soon in connection with the Third Development Plan (1968-73), there should be incentives for attaining a satisfactory level of investment and economic growth.

It is doubtful, however, that the effects of these stimulants will be felt this year. Businessmen call attention to the extremely conservative budget policy of the government to date. They point to the fact that the Government is operating at a heavy budgetary surplus as a result of revenue from the sales tax instituted in 1966 to compensate for revenue losses from EFTA tariff reductions, and that this tax is a drag on economic activity.

According to figures released by the Portuguese Industrial Association, the average monthly index for industrial production (including mining, electricity and manufacturing, but not construction) for the first seven months of this year shows an increase of 3.4% above the last five months of 1966, but is still 3.8% below the average index for the first seven months of last year.

Construction paces recovery

Recovery has been greatest in industries connected with construction (cement production up 13.5%) and in the production of chemical fertilizers (up 11%). There has been some improvement throughout the year in consumer goods industries, such as food and beverages mostly because of reletively new industries such as tomato concentrates, and in production of wood, cork and furniture. Production of canned fish in oil or sauce is down nearly 9% for the first half of this year. Marketing of frozen fish is expanding, however.

Production in the textile, clothing and footwear industries (which are most important in Portugal in terms of industrial employment) also improved slightly, but the textile industry still suffers from excess capacity and a weak financial structure as a result of firms having over-extended themselves on short-term credit.

A particularly favorable indicator is that the rate of consumption of electrical power is increasing again (by 8½% during the first eight months this year over the same period last year) in nearly every region of the country.

Although the indices show some improvement in recent months in capital goods industries, there is concern among businessmen because production has failed to recover rapidly to levels reached in 1965 and early 1966. Many industrial manufacturing firms are reported to be

carrying large inventories, causing them to operate below capacity and with low productivity.

Much of new investment seems to be concentrated in the construction industry. Although figures available are not sufficiently current to determine whether growth is being sustained, the number of building units completed during the first quarter of this year increased by 18% compared with the same period of 1966. This compares with a growth rate for all of 1966 of about 5%. Building activity seems to be greatest in the construction of office space, luxury tourist facilities, and medium to high-priced dwellings (both apartment and residential).

However, the credit facilities for housing are not readily available to persons of low or moderate incomes. In addition, the maintenance of rent controls, while a boon to the average worker, makes the alternative of home ownership unattractive to the majority.

Unofficial estimates indicate that Portugal has approximately 35% of its work force on farms and large numbers engaged in food processing and other related industries, agricultural conditions are important for sustaining consumer demand.

All indications are that 1967 will be a good year, particularly when compared with last year, which most farmers have described as the worst during the last decade and one of the worst this century.

Favorable weather conditions this year have resulted in good harvests of small grains, potatoes, beans, peas, fresh fruit, and tomatoes. In addition, the forecasts for the corn, olive and almond corps are all favorable.

However, the limitation of cultivated area, insufficient crop substitution, high land rents, inadequate credit facilities, and the difficulty of mechanization where individual farm units are small remain serious problems now and for the future.

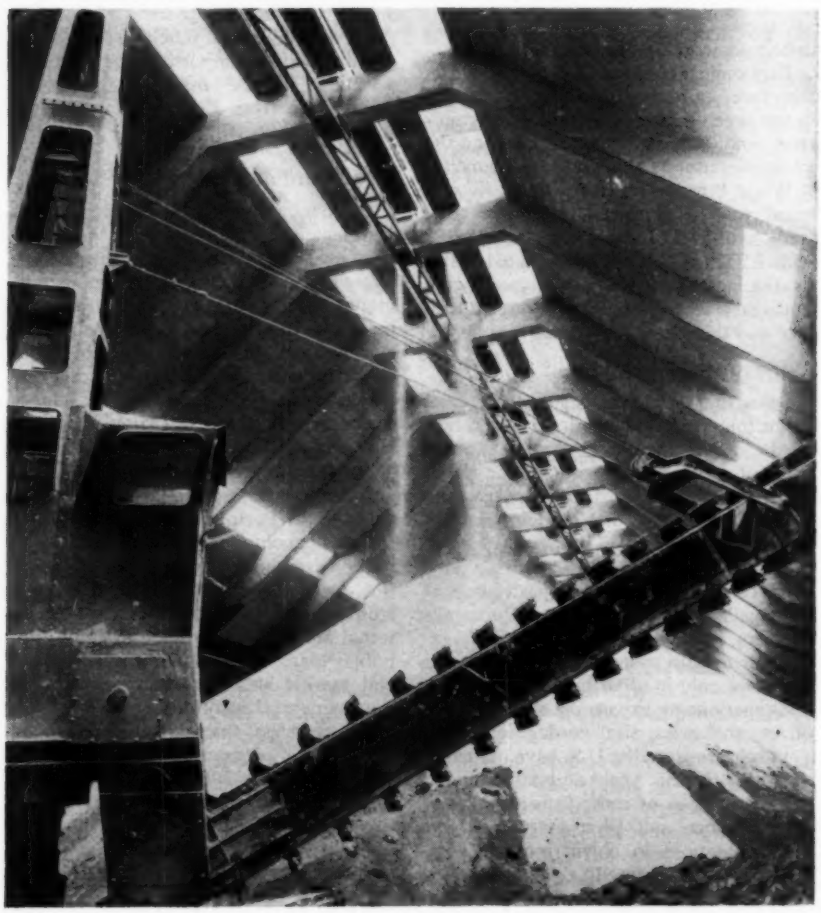
Tourism has become Portugal's biggest industry, and is now its largest single source of foreign exchange earnings.

Following the pattern of recent years, tourism has been one of the greatest stimulants to internal trade during 1967. The number of tourists entering the country by the end of October is reported to have exceeded two million. In any case, the rate of increase for the year will be greater than the 14% reported for last year.

Whether tourist expenditures will show as great an increase is less certain, however, since according to figures available through July the number of American visitors had decreased by 19% compared with the first seven months of 1966.

Investment in construction of hotels and other tourist facilities continues to be an important factor in fixed capital formation. Nonetheless, supply has been unable to keep up with the growing demand, and hotel space is tight during most of the year.

INCREASED USE OF FERTILIZERS helped make 1967 a good crop year, as Portugal's farmers recovered from a discouraging year in 1966. Below, ammonium sulfate in a plant near Oporto. (World Bank Photo)



Stemming tide of emigration

Large scale emigration for economic and social betterment has been a fact of life in Portugal in recent years as it has been in other European countries at different points in their histories. The exodus has accelerated in the years since World War II as a result of the contrast in economic levels between Portugal and the other countries of Europe, particularly France and West Germany. According to official statistics, net legal emigration has increased steadily in recent years.

While no meaningful demographic statistics for this year are yet available, there have been official Portuguese statements that the new outflow has decreased as a result of the general economic slowdown in Northern Europe.

It cannot be said, however, that Portugal's economic growth is being hampered by a labor shortage. Labor is still available at wage rates well below those in other parts of Western Europe.

Capital market improved

The Portuguese money market is beginning to become less restrictive, but is still dominated by the conservative policies of both the government and private banking institutions. Credit extended by the banking system, although increasing at an annual rate of 12%, is expanding at a lower rate than deposits. And as a reflection of the business slump, loans on accumulated inventories have increased by 13% while discounting of commercial paper increased by only 9.4%. Credit continues to be almost entirely on a short-term basis.

The Portuguese Minister of Finance

PORTUGUESE RECOVERY HAS BEEN STRONGEST in industries connected with new construction projects, with cement output rising 13.5% during the first seven months of 1967. Above, a cement plant in Outao.

announced during August that in order to strengthen institutions authorized to extend medium and long-term credit for fixed capital formation, the government would review interest rates, compulsory reserve levels, and the composition of coverages or guarantees. New measures would be instituted, he said, designed to stimulate savings and, by bringing Portugal's interest rates more in line with other countries to encourage repatriation of capital from abroad.

Other measures which the government has put on the books in an attempt to strengthen the banking system are:

- an amnesty for all infractions of the law regarding the export of capital;
- a redefinition of the reserves of commercial banks;
- a modification of the system of credit and insurance of credit on exports; and
- the establishment of a central clearing house for credit information.

Another important development in the financial field is the appearance of public stock and bond issues by private companies and the government to mobilize savings, both domestically and abroad.

Implications for United States

The Portuguese economy is heavily dependent on outside factors. Exports of goods and services amount to 28% of the gross national product at current market prices, and tourist expenditures and private remittances are the two most important items compensating for a large deficit on merchandise account.

Economic conditions in Portugal are, therefore, extremely sensitive to changes in the pace of development in other countries, and any significant upturn awaits an acceleration in the world economy.

While Portuguese trade is heavily oriented toward Europe (28.7% of total trade with EEC countries and 25.5% with EFTA countries), the United States figures large as a trading partner, being Portugal's second most important customer and third most important supplier.

Short-term outlook

Sales to the United States have been down this year, largely because of a falloff in cotton yarn and textile exports. Sales of other traditionally traded products, such as cork, sisal cordage and twine, jute, marble, and Madeira embroideries, have also fallen off.

Exports to the U.S. are growing at a good rate only for tomato paste, one of Portugal's newer industries. Portugal's problem in increasing sales is that, except for tomato paste, the U.S. is a major customer only in older industries that are not experiencing expansion, such as cork, olives, anchovies, sisal cordage and jute.

Purchases from the U.S. have increased only slightly this year, and at a smaller rate than those of most European countries (France and West Germany have been exceptions in recent months). Imports of most commodities have dropped off, particularly raw cotton and other textile fibers. Significant increases have been registered only for inedible tallow and wheat, the latter because of the poor harvests in Portugal last year.

Portugal is about to launch its Third Development Plan covering the period 1968-73.

Through implementation of the plan, Portugal hopes to achieve a 7% annual rate of growth of its gross domestic product through a total investment in Metropolitan Portugal of $4.3 billion (123 billion escudos). Primary emphasis will be on manufacturing, transportation and communications, power, agriculture and livestock, and tourism.

Investments for the Overseas Provinces are targeted at approximately $1.5 billion (44.5 billion escudos), with emphasis on mining and manufacturing, transportation and communications.

The plan's projects probably will mean expanding markets for machinery (particularly for the expanding steel, sugar refining, electronic, wood pulp and paper, mining, chemical fertilizer, plastic materials and synthetic fibers, and oil refining industries), appliances, steel, chemicals, and agricultural equipment.

Credit terms, as much as price and quality, will be important for capturing a share of the market; and severe competition from European businessmen should be expected.

Investment openings

Portugal welcomes private foreign investment and treats it fairly. While foreign investment is still primarily British, American capital has played an increasingly important role in recent years, particularly in the fields of petroleum, automobile and truck assembly, tire manufacturing, sewing machines, electronic equipment, and business machines. The prospective investor should look for new opportunities in connection with the Third Development Plan.

In implementing the Third Development Plan, Portugal is counting on external financing of approximately $560 million for the Metropole and $525 million for the Overseas Provinces to come from external sources. Much of the external financing is expected to come from public loans floated on the world financial market and from loans by international financial institutions.

Nevertheless, since private funds (both foreign and domestic) are expected to provide roughly 70% of the total investment for Metropolitan Portugal and approximately 64% for that of the Overseas Provinces, it is obvious that American investors should look closely at Portugal.

Ethiopia adjusts to Suez

Nation is expected to continue importing a wide variety of goods despite Canal closure

The sharp division in the Ethiopian economy between the participants in the small but growing money economy and the vastly larger number of subsistence farmers is helping to cushion the economic impact of the Suez Canal closure.

While the latter group (perhaps 90% of the total estimated population of 23 million) offers both opportunities and challenges for long-range development, it is of only incidental present interest to the international businessman, according to the latest Economic Trends Report submitted by the U.S. Embassy in Addis Ababa. Hence, they have not been seriously affected by the disruption of the country's foreign trade.

Unless the availability of foreign exchange becomes particularly restricted Ethiopia will continue to import a wide range of commodities, from industrial and agricultural machinery down through consumer goods.

The most formidable competition for the United States will come from Italy, which is Ethiopia's traditional supplier, and Japan, which is making impressive inroads into the Ethiopian market by a combination of low prices and aggressive salesmanship.

There is a growing awareness, however, that it is good economy to pay a little extra for superior product, whether the superiority be a matter of quality or of styling. This tendency, which generally will act to the advantage of American exporters, is particularly marked among the large foreign community in Addis Ababa and among the growing number of sophisticated Ethiopians, many of whom have traveled or studied abroad, whose salaries now are approaching a level where they feel that they can afford some of the higher priced consumer goods.

Depends on canal

Ethiopia has depended heavily on the Suez Canal for her trade with Europe and the Western Hemisphere. Moreover, ships from the Orient and Eastern Africa generally called at Djibouti and Ethiopian ports only as incidental stops on their way to and from the Mediterranean. Government revenues, which depend heavily on customs collections, fell off in July, and consumer and trader confidence suffered. The Government felt it necessary to caution traders against capitalizing on anticipated shortages by raising prices unduly.

Shipping costs rose and many ships bypassed Ethiopia entirely, off-loading their Ethiopia-bound cargoes at Madagascar or Mombasa to await reshipment on coasters. There has undoubtedly been a fall-off in tourism, an important foreign exchange earner for Ethiopia, because of the unsettled Middle East situation.

However, adjustments were made, once the closure was accepted as a fact. Importers are no longer postponing purchases in hopes that the canal will reopen soon.

The greatest threat remaining is the adequacy of shipping and handling facilities, once the main export season begins in December. Rearranged shipping schedules have proved adequate to take care of Ethiopia's trade since the Suez closure with a minimum of dislocation. It is possible, however, that consolidation of coffee cargoes caused by fewer ship calls may prove unpopular with foreign importers and roasters, who are used to smaller but more frequent arrivals.

Air cargo shipments have been increased, and one exporter of fresh produce for the European winter market has worked out an ingenious land-sea delivery route across Jordan, Syria, and Lebanon. Such expedients will raise costs, but it is expected that the increases can either be absorbed without crippling loss to the producer, or passed on to the consumer without pricing the merchandise out of the market.

The large subsistence and barter farming area of Ethiopia's economy constitutes one built-in stability factor. It is hardly aware of the problems created for town dwellers and merchants by the Suez Canal closure. The Ethiopian Government works for orderly economic progress, relying heavily on private enterprise.

The Government's conservative fiscal policy has also been an attraction to overseas investors. Foreign debt service is met on time. Exchange reserves are watched closely. The money supply (now at about $150 million) has been expanded only to the extent warranted by export performance; thus it increased 15% from June 1964 to June 1965, advanced 6% in 1965-66, and has remained essentially constant since June 1966.

Bank interest rates are in the order of 7-9% on loans, and the National Bank enforces a selective policy toward loans for various purposes. Thus, exporter credits are easily available, while advances to importers and to building contractors are more closely scrutinized.

The Government now faces two serious problems, in addition to the usual questions of budgetary priorities. First, new sources of revenue must be tapped, and existing sources taxed more efficiently, in order to support the growing bureaucracy and to meet the increasing costs of social services (education and public health) that the public is coming to take for granted. The second, and more immediate problem is how to react to the dip in foreign exchange reserves.

Ethiopia's foreign exchange holdings fell to a three-year low on Sept. 30, when the level was about $73 million, or enough to cover three months' imports at the current rate.

Permissive import licensing

To date, the Imperial Ethiopian Government has given no indication that it intends to revise its permissive policy of import licensing.

The decline in reserves is partly seasonal, but partly the result of secular factors. The global fall in coffee prices has been only partially offset by better earnings from exports of hides and skins, pulses and oilseeds; and from increased earnings from invisible exports, such as tourist expenditures and the earnings of Ethiopian Airlines.

Imports of industrial and agricultural machinery, raw materials, and consumer goods have increased at an annual rate of from 10 to 20%. A large portion of Ethiopia's trade deficit has been financed by capital flows, both in the form of investment and as government-to-government transfers, such as development loans.

The Central Bank maintains the structure of import licensing and exchange control, as a contingency measure. So far, licenses and exchange have been made available for all legitimate imports,

AIRPORT IMPROVEMENT PROGRAMS financed by the Agency for International Development provide sure sales openings in Ethiopia for U.S. suppliers. Above, the control tower and part of the terminal at Addis Ababa's Haile Selassie International Airport, where runway improvement is being studied.

and there has not yet been any hint that the bank will revise this policy, even in the face of declining reserves.

The Ethiopian economy relies heavily on agriculture. Virtually 100% of the country's visible exports are of agricultural products, and coffee alone (chiefly exported to the United States) accounts for 55-60% of her total foreign exchange earnings. Most economists agree that the country should devote a greater share of development investment to agriculture.

In the near term, large scale commercial farms offer the most promising way to quickly raise agricultural output and the revenues and foreign exchange earned by the farming industry.

While agricultural production is being upgraded, Ethiopia would also like to exploit her mineral potential. The country has a promising potash deposit in Eritrea and a concession has been granted to an American company for its development. Four oil companies have exploration concessions along and in the Red Sea, and in the Ogaden area of southeast Ethiopia. A detailed survey of another promising geological area (Sidamo and Wollega provinces, west of Addis Ababa) has just begun.

The government's policy toward foreign investment is one of extreme hospitality; this policy was reaffirmed in the Investment Proclamation of Nov. 7, 1966, which provides specified benefits for new "agricultural, industrial, mining, transport and touristic enterprises."

Although the Government has taken an equity position in many enterprises that Americans customarily regard as the domain of private enterprise, this has been done through the default of private capital, rather than for ideological reasons.

Local businessmen certainly have capital to invest, but they have generally found commodity speculation and real estate development more attractive than new agricultural or industrial ventures.

There have been a number of industrial enterprises (such as textiles, sugar refining, cement, plastic, shoes) set up in Ethiopia under tariff protection. It will be a long time, however, before the local market is big enough to make such enterprises truly economical, and high internal transport costs generally rule out the possibility of exports.

The benefits such enterprises bring to Ethiopia in the form of local employment and savings of foreign exchange must be borne by the consumer, who pays tariff-supported prices. The Ethiopian Government is willing to continue to pay this cost, as evidenced by the offer of tariff protection in the investment proclamation.

On the other hand, there is room for real economic investment in the agricultural field—both in actual production and in processing farm products. The Stanford Research Institute currently has a team in Ethiopia studying the country's agro-industrial potential.

Two Washington-based companies, Porter International and MAB Associates, have permanent representatives in Addis Ababa, looking for specific investment opportunities.

Detailed background information of interest to investors can be found in the United States Department of Commerce's Overseas Business Report, "Establishing a Business in Ethiopia", published last July as OBR 67-44.

Specific sales opportunities should be looked for especially in the following large projects, where financing which is tied by the Agency for International Development (AID) to procurement in the United States gives an advantage to American suppliers; announcements of tenders will be made through INTERNATIONAL COMMERCE:

- The Finchaa Dam (Harza Engineering Co. of Chicago) will require materials and services for construction of the dam and access roads, and for the generation, control, and distribution of power. Bids will be invited in early 1968, and construction is expected to begin in August;
- The John F. Kennedy Memorial Library (Dalton-Dalton Associates of Cleveland) will need furniture and fixtures. Procurement will start in the first quarter of 1968;
- Malaria eradication projects (U.S. Public Health Communicable Disease Center, Atlanta) will have a continuing need for equipment and chemicals;
- Airport Improvement plans (TAMS Tippetts-Abbett-McCarthy-Stratton-Scott-Wilson-Kirkpatrick and Partners, New York) is now preparing a feasibility study which may result in construction of improved runways of airports in Addis Ababa and Asmara, and the installation of navigational aids. These projects will probably mature in a year or two, and
- Vocational school classroom and laboratory equipment is already under procurement, which will probably be completed by mid-1968.

Other projects, financed by international organizations such as the World Bank and its affiliates, and for which undisbursed money is still available, include electric power projects, telecommunications, highway improvement, educational institutions, and a sugar plantation and refinery.

In addition, the Ethiopian Investment Corp., P.O. Box 2004, Addis Ababa, has received an AID loan of $8 million, which it will relend for suitable projects.

Gabon remains one of Africa's most prosperous and stable economies; U.S. place as No. 2 supplier shaky

Drive for industries reflected in opening of several small firms; varied natural resources prevent total reliance on any commodity

The Gabonese economy is moving ahead steadily, though at a slightly slower rate than in previous years, according to the latest Economic Trends Report from the U.S. Embassy in Libreville. The industrial sector of the economy is becoming increasingly diversified as a number of small manufacturing concerns have recently come into being.

Nevertheless, the economy as a whole remains dependent upon the exploitation of the country's forest, mineral and petroleum resources and the export of primary products derived from these resources. Having abundant and varied resources and a continuing highly favorable balance of trade, Gabon is in an unusually good position among the developing countries of the world.

Though still heavily reliant upon the exploitation and exportation of primary products in general, Gabon is not totally dependent upon any one commodity and therefore not as sensitive to the fluctuations of the world market on any given product as many one-crop or one commodity countries are.

Plenty of jobs

A small population (460,000 inhabitants) and a slow rate of population increase (0.5%) present the problems of a relatively small domestic market and potential labor shortages as large scale development moves ahead, but assures that gains in productivity will not be offset by large population increases. Unemployment is not a problem now in Gabon since there are sufficient jobs for all those interested in working.

Gabon's membership in the Central African Customs and Economic Union (UDEAC) could prove to be a key element in the country's future economic growth. The UDEAC countries are working toward the establishment of a common market by harmonizing economic development plans and investment codes, promoting free flow of goods among the member states, and developing joint industrial projects designed to meet the needs of all five countries and at the same time avoid costly duplication of the same projects within the UDEAC. The members of the UDEAC are Cameroon, Central African Republic, Chad, Congo (Brazzaville), and Gabon.

The members of the UDEAC have also instituted a common external tariff (CXT) which is levied, in addition to the regular import duties and charges, on goods brought into the area from all countries except for the members of the EEC and certain Franc area African countries. Goods from the EEC countries are subject to the regular duties and charges but are exempt from the CXT.

Gabon with its small population would benefit by being a part of an economic unit embracing five countries and twelve million people, an important factor for consideration by potential investors and businessmen interested in establishing operations in Gabon.

Gabon's Gross Domestic Product (GDP) is climbing at an estimated rate of 7.5% annually. The per capita GDP reached $474 in 1966, the highest figure for all of Subsaharan Africa (excluding the Republic of South Africa). Gabon's current Five-Year Plan (1966-1970) calls for a continued nominal growth rate of 7.5% annually, the growth rate in real terms being somewhat less.

Prices have been climbing steadily for several years and are likely to continue to do so in the future. The General Price Index (1959 = 100) reached 144.6 in 1966. In recent years annual increases in the index have averaged between five and six percent.

Increased costs in local construction and in rentals have also boosted the cost of living. Since these influencing factors are likely to persist, prices will continue to rise. By 1969, however, when the construction of the deep water port at Owendo, about 10 miles south of Libreville, is completed and when sufficient local supplier industries have come into being, a number of costs may be trimmed or stabilized and the rate of increase in the price index may taper off somewhat.

The Gabonese economy continues to be dominated by the export-oriented mineral, petroleum, and lumber industries which together account for 38.5% of the GDP and provide over 95% of Gabon's total exports.

Manganese ore, crude petroleum, uranium concentrates, and okoume wood all constitute principal production and export commodities. In addition there are a number of moderately important products which give further diversity to the country's economic base (i.e. plywood, gold, hardwood veneer, and hardwoods other than okoume). Moreover, in the future Gabon will undertake to process or treat an increasing proportion of its raw materials in order to further diversify the economy and promote industrial growth.

By bringing into production Shell's Gamba field on the southern coast of Gabon, Gabonese petroleum production in 1967 should reach 3.5 million tons, an increase of 150% over the 1966 figure. New promising finds have since turned up which could boost production even higher in the 1968-1969 period, making Gabon one of the leading petroleum producers in Africa.

Industrial energy source

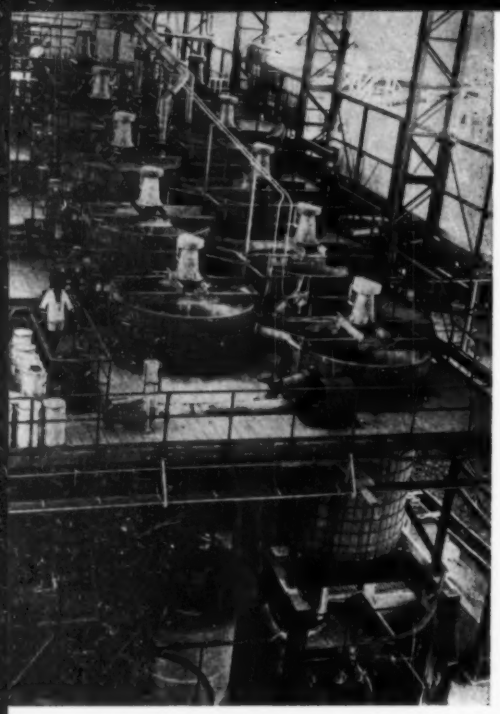
Natural gas is found in abundance in the coastal areas of Gabon in association with petroleum. Each year about 11 million cubic meters are used locally, primarily in generating electricity in the Port Gentil area. An estimated 100 million cubic meters are burned off annually by the petroleum operations as waste due to the lack of local needs. The natural gas reserves constitute a valuable source of energy for industrial development in Gabon especially in the Port Gentil area.

Gabon currently produces about 1600 tons of uranium concentrate (25-35% uranium metal) annually. The ore is concentrated at the mine in Southeastern Gabon and then shipped to France.

The billion ton high grade (60-69% metal) iron ore deposit in northeastern Gabon will possibly be brought into production in the late 1970's. The mining operation and the 300 mile long railroad linking the mine with the port at Owendo near Libreville will require a $250-300 million investment.

Lumbering remains important despite a relative decline of the position of lumber production in the overall economy—the result of large increases in mineral and petroleum production rather than a significant drop in actual lumber production.

The large European forestry outfits have



URANIUM OUTPUT is becoming increasingly important to Gabon's economy. This is the processing plant at Mounana where uranium is concentrated before being exported.

had to move deeper into the interior into the so-called second timber zone as the easily exploited first zones, located near the coast, became exhausted. The opening up of the interior has been difficult and costly.

The role of transformation industries in the Gabonese economy is gradually expanding. Gabonese leaders are anxious to see Gabon develop a diversified economy based on a variety of industries and to begin to treat or process a greater percentage of the country's production of raw materials. New industries will also make Gabon more self-sufficient and, therefore, less dependent on foreign imports of certain consumer goods, foods, and manufactured products.

The plywood industry has been plagued by low-priced competition in the world market; nevertheless, Gabonese production which stood at about 61,000 cubic meters in 1966 is scheduled to increase in the coming years to keep pace with predicted increases in world demand. Veneer production is gradually increasing and will be likely to continue doing so as demand for hardwood veneers grows.

The construction of the refinery at Port Gentil has recently been completed. A joint project financed by oil companies marketing in the UDEAC area as well as by the five UDEAC states, the refinery will produce 600,000 metric tons of refined products, enough to meet the needs of the five countries. The refinery will use Gabonese crude oil.

The creation or expansion of a number of smaller industries has taken place in recent months which are manufacturing soap, paint, clothing, furniture, and carbonated beverages. In addition construction is well underway on a brewery and will begin shortly on a cement clinker crushing operation.

The development of an expanded infrastructure is a key element in the Five Year Plan. The past two years have witnessed considerable efforts to improve the existing roads and to construct new ones. In the next three years some $30 million will be spent on the construction of roads which will link the outlying areas of Gabon with the coast and the capital.

Gabon's foreign trade, which had been growing impressively each year since independence in 1960, has partially leveled off recently. The value and volume of imports is still growing, but at a slower rate than before, while exports declined slightly in value in 1966; however, the slight sag in the value of Gabonese exports appears to be only temporary.

While exports of manganese, uranium, okoume and plywood will probably remain relatively constant or perhaps decline slightly in the next couple of years, crude petroleum exports will grow rapidly. Moreover, with the refinery complete Gabon will become an exporter rather than importer of refined petroleum products. Consequently, the balance of trade surplus which is already lopsidedly favorable (despite a drop from a record $41 million in 1965 to $34 million in 1966) should reach a new high in 1967.

Imports of food and consumer goods, while staying constant in value, are declining in relative importance in the overall import total. Imports of semi-finished goods and equipment now make up well over half of the value of Gabon's imports and are increasing in relative position and in absolute value.

The EEC (including France) dominates Gabonese trade, taking two-thirds of Gabon's exports and providing three-quarters of Gabon's imports. The Federal Republic of Germany has been especially active in promoting exports to Gabon and may shortly ease the United States out of second place position among Gabon's suppliers. As previously noted, the EEC countries benefit from tariff concessions which enable them to undersell the U.S. and other countries in most categories of goods in the UDEAC countries.

Gabon enjoys a highly favorable balance of trade with the United States since the United States purchases over $21 million worth of Gabonese exports (mostly manganese ore) but sells only $7 million worth of products to Gabon (heavy equipment, machinery and parts for vehicles). U.S. purchases of manganese have now leveled off and are not likely to increase significantly for the next couple of years; however, Gabonese purchases of U.S. goods have started to decline and estimates for early 1967 show a substantial drop in imports of American products into Gabon. Gabon has a substantial favorable trade balance with every major monetary zone except for a small trade deficit with the sterling zone.

The money supply (cash plus demand deposits) and short and medium term commercial bank loans reached new highs in Gabon in 1966.

Austerity budget

The Gabonese government is endeavoring to trim governmental expenditures and to limit the annual budgetary increases to a minimum. An austerity budget is being prepared for 1968 which is to be only 4% over the $59 million budget for 1967. Budgetary increases in previous years have been between 5 and 20%.

Despite a highly favorable balance of trade and a large influx of foreign assistance and private investment, Gabon's balance of payments is only barely favorable. In 1964, the most recent figures available on balance of payments, Gabon enjoyed a favorable trade balance of over $33 million and obtained an additional $12 million in long term credits; however, as a result of repatriation of wages and profits by foreigners and payments for services, Gabon had a favorable balance of payments in 1964 of only $160,000.

Gabon adopted a new investment code in March of 1967 which appears to be even more favorable to foreign investors than the previous one. Tariffs and duties on essential materials brought in by companies investing in Gabon can be reduced or waived and tax concessions are quite generous. Companies are allowed to repatriate profits.

On July 1 Gabon, along with her UDEAC partners, joined the other countries in the franc zone in abolishing exchange controls, a step which facilitates the operation of foreign investors in the area. Gabonese officials have repeatedly stressed their desire to make Gabon as attractive as possible to foreign investors. The United States signed an investment guarantee accord with Gabon in 1963.

Current political stability and the existing rate of economic growth are mutually reinforcing in Gabon. Gabonese leaders have committed themselves to a Western-oriented posture with a heavy emphasis

on economic development by private enterprise and private foreign capital investment. Gabon's ties with France and the Western world are strong.

Given the impressive natural resources of the country and the small population, the continuation of the moderate orientation of Gabonese leaders appears likely, with no serious difficulties in the offing which would adversely influence U.S.-Gabonese economic relations.

While U.S. purchases of Gabonese products are likely to remain at present levels or increase as Gabon diversifies its production, U.S. exports to Gabon appear to be declining both in relative and absolute terms. Gabonese manganese, which accounts for 93% of all U.S. imports from Gabon, will probably continue to find a large stable market in the United States, although new discoveries elsewhere or large U.S. Government stockpile sales could alter this picture.

The market in Gabon for U.S. products has been declining gradually in relative terms since 1964 and in absolute terms since 1965. Estimates for early 1967 indicate an even greater decline which, if it continues, will drop the United States from second to third place among Gabon's suppliers.

Since Gabon's imports are increasing annually, the decline in the position of the United States as an important supplier cannot be attributed to the lack of a market or growing self-sufficiently. In fact those categories of imports where U.S. goods ranked highest (machinery, and spare parts for equipment and vehicles) have increased more rapidly than the overall growth rate for imports.

The preferential tariff treatment which Gabon accords to imports from the members of the European Economic Community is a major inhibiting factor on imports of American goods into Gabon. American products are subjected to the CXT which ranges between 5 and 30%

BASIC FACILITIES such as roads and schools, which will contribute to stable economic growth, are a key element of Gabon's newest Five-Year Plan. Above, the Leon Mba School in Libreville.

on most categories of imports, while the same products from EEC countries are exempted from this extra charge and are therefore far more competitive than their American counterparts.

As Gabonese development continues, the market for equipment, semi-finished goods, specialized machinery and more sophisticated consumer goods should increase; however, the Common Market countries are more likely than the United States to benefit from these market increases. Given Gabon's traditional market orientation toward French products, the domination of the local commercial scene by French companies, and the assistance which France furnishes to Gabon (which is tied to purchases of equipment from France), the categories of American goods that can be successfully marketed in Gabon appear to be limited even with the expanding market.

Adverse effect

The creation of new local industries will also have some adverse effect on the importation of certain U.S. goods. The completion of the refinery at Port Gentil will end the imports into Gabon of some U.S.-refined petroleum products, though the refinery will not produce specialized lubricants. The cement clinker crushing plant which is scheduled for construction in 1968 will reduce or terminate the current modest imports of U.S. cement.

Nevertheless, the overall economic development should be generally favorable to increased imports of those American goods which are able to remain competitive in the face of the discriminatory tariff or which can meet needs that products from other countries cannot do.

U.S. products which might meet these criteria include earthmoving equipment, caterpillar-type tractors, special logging equipment, construction equipment and machinery for petroleum exploration and exploitation, heavy duty dump trucks, pleasure boats, outboard motors, aircraft and aircraft parts, and spare parts for machinery, equipment, and vehicles.

Companies in Gabon sometimes use the services of specialized American companies for surveys and studies, oil storage tank construction, offshore oil drilling, and underwater pipe laying. New developments in the mining and petroleum industries could trigger increased demands for U.S. products and services.

Additional American investment in Gabon would doubtless spur increased importation of certain types of American goods. Equipment and supplies for petroleum industries, and for mineral extraction are likely to rise with increased U.S. investment in these two fields.

Gabonese authorities are hopeful that American and other foreign firms will also consider investing in the transformation industries as well as in the extractive ones.

While the bulk of the investment capital coming to Gabon is French, American investment is becoming increasingly important. The United States Steel Corp. has invested substantial amounts in the manganese mine at Moanda, Gabon, in the past several years. More recently the American banking concerns of Morgan Guaranty International and First National City Bank have acquired interest in commercial banks operating in Gabon, and Gulf Oil Corporation has received several offshore petroleum exploration permits and plans to invest several million dollars in oil exploration during the next decade.

Full reports available

Copies of the full Economic Trends Reports from which the stories in this section were drawn can be ordered for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order by DIB number: Austria (DIB 67-12-003), Ethiopia (DIB 67-11-028), Gabon (DIB 67-12-002), and Portugal (DIB 67-11-136). Make checks payable to the Clearinghouse.

British Honduras outlook mixed, with good investment openings but falling prices for exports

Economy is heavily dependent on financial help from U.K.; almost all capital equipment, consumer goods are imported

The economy of British Honduras is currently undergoing a period of uncertainty, with discouraging signs in some sectors and hopeful signs in others. Because of the lack of statistics, current gross national product and the rate of economic growth cannot be accurately measured, according to the latest Economic Trends Report submitted by the U.S. Consulate in Belize.

As a self-governing British colony, British Honduras is financially dependent upon the United Kingdom. While the local Government has been able to balance its recurrent expenses budget out of local revenues for the first time in 1967, the capital expenses budget, out of which public works projects are financed, is heavily dependent upon U.K. assistance.

The country must import almost all its capital equipment and consumer needs. With an exceptionally small population of about 110,000, market opportunities for domestic manufactured goods are exceedingly limited. As a consequence, there is virtually no domestic industry other than the making of primary products.

The country's trade balance in 1966 remained highly unfavorable, with the value of exports slightly less than 50% of imports.

Sugar and citrus, the leading foreign exchange earners, are experiencing great difficulty because of depressed world market prices. Timber, which in former years was the leading export, has declined significantly in relative importance.

Local businessmen claim that the rate of commercial activity has slowed down in 1967. This has been attributed to various causes, such as uncertainty about the country's future, which has acted as a brake to foreign investors; a decline in foreign exchange earnings of the leading export crops; and the lack of a spirit of entrepeneurship among local merchants, who are reluctant to re-invest their earnings.

Whatever the reason, local commercial sources note a slowdown in sales of machinery, hardware and clothing. Although sales of imported foodstuffs remain good, several leading wholesalers complain that their customers in the retail trade are slow in making payments because of shrunken consumer demand.

Both currency in circulation and domestic credit outstanding have experienced increases between 1966 and 1967, an indication that the overall economy has not experienced a shrinkage, although annual growth may be down from the 6% estimated for previous years.

Two major projects

Two new projects, reconstruction of the Belize International Airport's runway, and construction of a new capital city, should help to revive economic activity. With an estimated population growth of 3.2%, one of the highest in the Western Hemisphere, the economy of British Honduras must expand more rapidly than it has in order to absorb the increasing labor force.

Unemployment and underemployment of unskilled workers, especially in Belize City, is high. This is partly due to the immobility of the labor force, because at the same time urban unemployment is high, the sugar and citrus industries have experienced labor shortages and migrant sugar workers have been imported from Mexico. A shortage of skilled workers is noticeable, and there is little unemployment in this group.

There is no evidence of serious price inflation, although there is an acute housing shortage in Belize City and shortages in local foodstuffs sometimes occur.

While the two main export industries are currently experiencing difficulties, several new commodities show promise as significant foreign exchange earners in the future. Perhaps the most promising in the immediate future are fisheries exports, with over 1.5 million pounds estimated as exports for 1967, an increase of almost 50% over 1966.

Other agricultural products of great promise are bananas, with an estimated 300,000 boxes to be exported in 1967; rice, where a breakthrough in harvesting techniques has created a real possibility of exports; corn, where a good 1967 crop may produce exports; and beans, of which 5,000 one-hundred-pound bags were exported to Jamaica in 1967, a figure that may increase in 1968.

Good prospects for cattle and swine production exist although plans to build a slaughterhouse and packing plant have not yet gone forward.

The Government of British Honduras has undertaken a policy of encouraging foreign private investment, by means of a program of tax and customs duty write-offs for a specified period. Since January, 1966 twelve foreign companies, primarily American, have been granted concessions under the Government's development incentives program. The total value of these projects is $6.6 million. All but one of the twelve projects have begun operation.

The total impact on the economy of these projects alone should be great, since many of them are in the essential foreign exchange earning fields of agriculture, fisheries and tourism.

Despite the country's small size, developments in British Honduras have great significance for the United States, because of several factors. The geographic proximity of British Honduras to the United States, as well as to rapidly developing countries like Mexico, the Central American Common Market and the Caribbean, make the country important to United States interests.

U.S. opportunities limited

British Honduras offers only limited opportunities for trade with the United States. The U.S. share of the market in 1966 was over 33%, a percentage somewhat lower than in 1965. Because British Honduras follows a system of preferences for imports from Commonwealth countries, many American goods are not competitive locally because of the higher duties charged.

Removal of these preferential duties would help increase the U.S. share of the market considerably, but there is no immediate prospect of such action.

As the economy picks up steam from the investment schemes already under way, and with the stimulus of the new construction projects, future prospects for investment should be good, providing politics and labor relations remain peaceful.

Because of the seriously adverse trade balance, new private investment should be in fields that will earn foreign exchange.

Because of its geographical proximity to the United States, its salubrious Carib-

bean climate and the fact that it is English speaking, British Honduras has great potential for tourism from the United States and Canada. While several attractive new tourist facilities are being planned by American and Canadian investors, the country's tourist potential remains largely unexploited. Investment in agriculture also offers attractive prospects.

American investors in British Honduras have benefited from AID's program of investment guaranties begun in 1966.

AID has also made it possible for American investors in British Honduras to participate in its program of guaranties for housing construction, up to $1 million. Successful completion of an AID guaranteed housing program would have a highly beneficial effect on the economy.

Pittsburgh Field Office director appointed

Lewis E. Conman has been appointed director of the Pittsburgh Field Office of the Department of Commerce. He has served as chief of the Field Office's Domestic Trade Division since May 1965.

Conman joined the Commerce Department in 1963 as a commodity-industry specialist for woodpulp and paper in the Business and Defense Services Administration, Washington, D.C. Before entering government service, he was a vice president of the American Paper Manufacturing Co. of Pittsburgh, a market development officer for Revere Copper and Brass, Inc., New York City, and executive vice president of Continental Foils Corp., New York City.

Dumping charges against Japanese resistors made

The U.S. Treasury Department has undertaken an antidumping investigation of fixed resistors of carbon composition imported from Japan. The initiation of formal proceedings in the complaint against Japanese resistors was preceded, as required by Customs regulations, by a summary investigation.

IMF director to speak

Pierre-Paul Schweitzer, managing director of the International Monetary Fund, will give the sixth annual Arthur K. Salomon Lecture at New York University's Graduate School of Business Administration, Dec. 5. He will speak on "The New Arrangements to Supplement World Reserves and Their Implications for the Developing Countries."

Year-long Guatemala slowdown persists

Nation expected to buy fewer goods from U.S. during 1968

The Guatemalan economy continues to experience a slowdown which began in the last half of 1966, despite that year's record export and import levels.

This year's sharp drop in export earnings, without thus far any evident reduction in overall imports, has brought foreign exchange reserves to levels significantly below those of the previous year, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Guatemala City.

Despite continued high imports in many lines, commercial activity remains slack, and the agricultural sector has been hard hit by the fall in coffee and cotton exports and over-production in sugar. Government capital expenditures this year have lagged much below their anticipated rate.

Prospects for economic improvement in the coming year hinge primarily on the ability of the government to move forward on planned programs to build basic economic facilities for which it already has obtained substantial foreign development loans.

Industry may begin to contribute to economic improvement, as an increased number of projects for which industrial incentives have been authorized this year move into the installation and operating stages. Newly-legislated incentives for new tourism-oriented activities may bring expansion in this field and an increased tourist flow from abroad.

The United States can expect Guatemala to be a poorer market next year both for consumer goods and to some lesser extent for raw materials and capital goods.

The current economic slowdown does not necessarily lessen the opportunity for long-term foreign investment in Guatemala, on the assumption that economic activity will revive in two to three years under the impetus of an expanded public development program, some build-up in exports, and continued and strengthened political stability, as well as further progress by the Central American Common Market.

For copies of the full report from which this summary was drawn, **write:** Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make check for $1.50 payable to the Clearinghouse and request DIB 67-12-006.

New Arabian oil concessions offer export opportunities

Two American firms recently have been awarded contracts by Saudi Arabia's General Organization for Petroleum and Minerals to supply equipment to the new petroleum refinery in Jidda, which is scheduled to go on stream in Jan. 1969 with a daily production of 12,000 barrels. The Chicago Bridge Co. will build two 100,000 barrel storage reservoirs and International Business Machines will supply electronic computing equipment to handle the refinery's accounts.

These competitive successes for U.S. business firms in western Saudi Arabia, coming at a time when the Saudi government has begun to award new oil concessions both in the western and central regions of the country, suggest that this is an opportune time for U.S. suppliers of petroleum-related equipment to establish or renew business contacts in Saudi Arabia.

Penn. State University offers conference on trade

Pennsylvania businessmen seeking assistance in entering or expanding exporting are being invited to a conference to be held at the Pennsylvania State University Capitol Campus, Middletown, on Dec. 5, sponsored by the Pennsylvania Department of Commerce, the university, and the organization known as 100,000 Pennsylvanians for the Promotion of Economic Growth.

The conference, open to the public, is the conclusion of a course on American Business Abroad offered by Penn. State.

Speakers on international trade and investment are Raymond H. Greene, Greenray Industries, Inc.; Harold W. Smith, Manufacturers Hanover Trust; and Francesco Alcala, Banco Nacional de Mexico.

Speaking on penetrating foreign markets will be: John T. Acton, of the Pennsylvania Department of Commerce; Alfred de Jonge, Benton & Bowles, Inc.; G. Leo Uhen, Dresdner Bank AG, Germany; and Fred F. A. Jacobson, German-American Chamber of Commerce.

Registration fee of $3 includes luncheon.

Commerce extends sanctions against So. African firm

Action taken to prevent illegal diversion of U.S. cottonseed

W. L. Tansley & Co. (Pty.) Ltd., a brokerage firm in Johannesburg, South Africa, and Peter J. Courtenay, its managing director, have been denied U.S. export privileges for an indefinite period for failing to give information regarding the disposition of 32 tons of cottonseed exported from the United States to Mozambique, Africa, for the account of the firm.

The order, effective immediately, will remain in effect until the respondents furnish the information requested and certain pertinent documents pertaining to the transaction.

In investigating the transaction in question, the Commerce Department's Bureau of International Commerce (BIC) learned that in July 1966 Tansley ordered the cottonseed from a U.S. supplier and, in answer to a specific inquiry, represented that it was not for Southern Rhodesia. The cottonseed was shipped from the United States in September 1966.

Breaks U.S. export regulations

Under regulations of the Department, issued in support of a United Nations Security Council Resolution, the cottonseed could not legally have been reexported to Southern Rhodesia. BIC sought to learn the ultimate destination of the shipment, particularly whether it had in fact been reexported to Southern Rhodesia. In accordance with BIC regulations, written interrogatories were submitted to respondents inquiring about the transaction. They failed to answer certain crucial questions.

Under the sanctions invoked, all validated licenses in which the respondents have an interest are cancelled, and the respondents, their agents and employees are denied the right to participate in any export transactions involving U.S. commodities or technical data.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied export privileges.

Trinidad and Tobago to buy U.S.-built equipment

A $6.6 million Alliance for Progress credit authorized by the Export-Import Bank will enable affiliates of the General Electric Co. to sell power generating equipment and services needed by the Trinidad and Tobago Electricity Commission.

The Eximbank financing enabled General Electric's IGE Export Division to compete successfully for the contract against bidders in other countries.

Under the terms of turn-key contracts, IGE Export Division and General Electric Technical Services Co., Inc., will supply equipment, construct the plant, and place it in operation. The 80-megawatt installation will include a steam turbine generator from General Electric and a boiler from Babcock and Wilcox. Total cost of the new plant will be some $8.6 million.

The new generator will increase total installed capacity in the Caribbean country from 205 megawatts to 285 megawatts upon completion in July of 1969. This additional capacity is required to meet growing demand for both industrial and residential consumers. In 1957 the Electricity Commission produced 150 million kwh and in 1966, 701 million kwh. By 1971 it is expected that production will reach an annual level of 1,009 million kwh.

The Eximbank credit will cover 90% of the dollar costs of the undertaking. The remaining 10% of the dollar costs, and all of the local costs, will be paid by the Trinidad and Tobago Electricity Commission. Repayment of Eximbank's loan is to be guaranteed by the Government of Trinidad and Tobago.

Iran receives U.S. loans for transport requirements

The Export-Import Bank has authorized two loans totaling $11,720,000 to help finance Iranian purchases of U.S. transport equipment and services.

A $7,920,000 loan will assist Iran National Airlines in acquiring two Boeing 727 jet airliners, spare parts and related equipment services. The difference between the total contract price of $11 million and Eximbank's loan will be covered by a cash payment and financing extended by The Boeing Company,

The second loan for $3.8 million will be used to finance U.S. purchases of spare parts for diesel locomotives and freight cars operated by the Iranian State Railways.

Five foreign firms lose export rights

Orders denying U.S. export privileges to three foreign individuals and one firm have been extended to five foreign firms and their officials.

The Commerce Department's Bureau of International Commerce said the action was taken to prevent the original parties from evading the restrictions of the orders by operating through other parties with whom they are connected through ownership, control, or affiliation.

Named in the sanctioning order are:

Patrick Hughes of Maidstone, Kent, England, doing business as Instrument Maintenance Service. Hughes is a director and a principal official of Kukerswell Engineers Ltd., of the same Kent address, against which a denial order was entered in February 1965.

Savoy International Ltd. of Rome, Italy, of which Chris Ring is manager. A denial order was issued in August 1967 against Ring. The firm's address is that of Ring's residence.

ERES (Etablissement De Recherches Scientifiques et Expertises), of Vaduz, Liechtenstein, and Expert Electronic Products Ltd. and Mrs. Kathleen P. Gunter, both of London, England. Alois Vogt of Liechtenstein, president of ERES, was denied export privileges in 1962. Alexander Botez of Switzerland and Spain, against whom an order was entered in 1960, has controlling interest in ERES, which controls Expert Electronic Products. The London firm is operated by Botez's wife, Mrs. Gunter. Botez's daughter and Mrs. Gunter are directors of the firm.

Under the action taken, all outstanding export licenses in which the above have an interest have been revoked and the parties, their agents and employees are denied the right to participate in any export transactions involving U.S. commodities or technical data.

Two new Greek emergency measures offer major investment incentives

Government to provide interest rate subsidy, higher depreciation allowance, tax exemptions to promote industrial and mining enterprises

The Greek Government, in expanding its efforts to promote foreign and domestic investment in the industrial sector, has declared two new measures.

On Oct. 9, Emergency Law 147 was promulgated, providing three major new incentives to investment: interest rate subsidy, higher depreciation allowance, and tax exemptions.

- **Interest Rate Subsidy**—The Greek Government may assist enterprises making an investment in industry by subsidizing the rate of interest payable on loans to finance such investment on condition that the outlay for fixed assets is at least 10 million drachmas ($333,000) for the establishment of new industrial facilities and 5 million drachmas ($167,000) for the expansion of existing facilities. The interest subsidy may be as high as four percentage points and is available until Dec. 31, 1972.
- **Depreciation Allowances**—From the effective date of Law 147 until Dec. 31, 1973, industrial and mining enterprises making new investments will be allowed higher depreciation allowances, ranging from 50% to 200% over current rates, depending on the location of the investing enterprise (whether in the capital area or in the provinces).
- **Tax Exemptions**—Until Dec. 31, 1972, industrial and mining enterprises, subject to certain limitations, will be allowed income tax exemption on net profits reinvested in new facilities or added to their working capital. Such exemption may be extended beyond 1972 for a maximum additional period of five years.

Another Emergency Law, No. 149, has been promulgated, extending until Dec. 31, 1970, certain provisions of laws which grant various tax accommodations to businesses. One of the more important of these provisions deals with the duty-free importation of certain equipment for modernization of facilities.

Both laws should help to promote foreign and domestic investment in the economy. Especially important is the fact that both laws will continue in force for several years, thus facilitating investment planning. Previously, incentive legislation had to be renewed on a yearly basis.

Loan copies of both laws are available from the European Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Greece relaxes taxicab limitations

By decision No. D-183842/67 of Aug. 30, the Greek Ministry of Communications increased the permissible length and engine size of automobiles imported to use as taxicabs in the greater Athens area. Length of cars was raised from 4.6 meters to 5 meters and horsepower from 13 to 20 (Greek horsepower rating). Greek horsepower ratings are computed according to a complex formula based on piston displacement and number of cylinders.

The new limitations now apply to taxicabs in use in all of Greece. Previously, the limitations applied only to the greater Athens area.

By an earlier decision, taxicabs in Greece are required to be of the hardtop type, and have four doors, and no more than five seats for passengers and driver.

Detailed information on this action is available from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Kuwait restricts imports of certain pipe, cobalt salts

Kuwait announced on Oct. 15 that "black welded steel pipe between 6 inches and 48 inches outer diameter" may no longer be imported. This type of pipe, which is used extensively by the oil companies in Kuwait, is produced by a domestic company, the Kuwait Metal Pipe Industries K.S.C. The Industry Law of 1965 provides for prohibiting imports which would compete with domestic industrial goods. Orders placed before this announcement will not be affected.

The Ministry of Health announced that medicines containing inorganic cobalt salts could no longer be imported. Shipments arriving after Nov. 5 would be seized and destroyed or returned to the country of origin.

Greece enacts new law to strengthen its capital market

Measure designed to increase wider investment in industry

In an effort to stimulate industrial investment and to establish a strong capital market, the Greek Government issued Compulsory Law No. 148 on Oct. 9.

This measure is designed to encourage private investment by individuals in corporations, which has been negligible in the past, and thus to prompt the corporations to utilize this method of raising investment capital.

The first section of the new law allows corporations to revalue their land and buildings and to add any increase in valuation to share capital, taxable at a very low rate. Another provision requires the share capital of any corporation listed on the stock exchange to be at least $3.3 million.

The second and more important section requires a distribution of at least 30% of total net profits to shareholders, and provides lower taxation rates on dividends and an abolition of all taxes on a certain amount of yield from shares.

By requiring firms to reveal their financial position more accurately, and by increasing the return to investors, this law should help increase wider investment in industry and reduce the dependency on family and other limited methods of financing industrial development in Greece.

Copies of the new law are available on a loan basis from the European Division, BIC-888, U.S. Department of Commerce, Washington, D.C., 20230.

Taiwan liberalizes import regulations on machinery items

Traders stocking U.S. goods put in better competitive position

The Republic of China (Taiwan) recently eliminated, for the majority of importable machinery items, the requirement that only end-users and factories may import machinery and equipment valued over $500.

According to preliminary reports, the items affected by this decision include electric generating and transmission equipment; steam boilers and condensers; sugar manufacturing machinery; dairy machinery; flour mill machinery; oil well drilling machinery; paper and pulp-making machinery; printing and bookbinding machinery; certain pumping machinery; certain freezing and refrigeration equipment; machinery for manufacturing rubber goods; conveying, lifting, excavating, road construction, and mining machinery; and machine tools.

As a result of the action, registered traders in Taiwan will now be able to carry warehouse stocks of a wide range of machinery for display, demonstration, and sale. In terms of delivery time, traders stocking U.S. equipment will now be better able to compete with Japanese sources, since Japan's advantage of close geographic proximity has been lessened.

In addition to this step toward import liberalization, it has been ruled that trading companies importing machinery valued at more than $500 will no longer have to obtain permission of the Provincial Department of Reconstruction prior to applying for foreign exchange.

New Zealand to withdraw textile tariff concessions

On Oct. 30, the New Zealand Government announced that concessionary tariff rates, applicable to woven fabrics weighing over 5½ ounces per square yard, which contain manmade discontinuous fiber, would be withdrawn on Jan. 1, 1968. The concessionary rates under Part II Reference 11.0 of the New Zealand Tariff Schedule became effective on Feb. 12, 1966 and are applicable to fabrics approved by the Minister of Customs.

UAR travel ban lifted

The State Department has announced that U.S. passports are now valid, without special endorsement, for travel to the United Arab Republic (Egypt). The UAR Government has given assurances that all categories of American travelers are welcome.

Travel restrictions for U.S. citizens in the Middle East remain in effect for only one country: the Syrian Arab Republic. Travel to Syria is authorized only for persons whose travel is regarded as being in the interest of the United States.

The concessionary tariffs are free from Commonwealth countries under the British Preferential rate and 15% from the United States and other members of the General Agreement on Tariffs and Trade (GATT) under the Most-Favored Nation rate. After Jan. 1, the tariffs will increase to 32½% and 47½% respectively.

Fabrics identified by name and number as approved by the Minister of Customs will remain exempt from import licensing controls; however, additional fabrics will not be approved. Non-approved fabrics will require import licenses under item code 50.225 of the New Zealand import licensing schedule.

To obtain the concessionary rate, approved fabrics must be in New Zealand by the Jan. 1 deadline.

Ceylon finance organization gets World Bank loan for development projects

A recently approved World Bank loan equivalent to $4 million will provide the Development Finance Corp. of Ceylon (DFCC) with foreign exchange needed for its investments in projects undertaken by private industrial, agricultural and commercial enterprises.

DFCC was established by statute in 1955 by private Ceylonese and foreign investors with the support of the Government of Ceylon. Its investments, mainly loans, have been spread among various types of enterprises. It has paid dividends at an increasing rate since 1960.

With the present better business climate in Ceylon, resulting from the Government's policy to support the development of private industry, the demand for institutional finance is expected to increase. The shortage of foreign exchange, however, is likely to continue. In this situation, DFCC could play a more active role with its local currency resources supplemented by foreign exchange from the Bank loan.

Caribbean region Development Bank base is approved

Extended Free Trade Area also proposed at Barbados conference

There were some concrete results at the recent four-day Heads of Government Conference held in Bridgetown, Barbados, although a number of questions remained unanswered. Among the conference achievements were:

Passage of a resolution accepting the United Nations Development Program Mission's report as the basis for creating a Caribbean Development Bank;

Provision for an Inter-Governmental Committee to draft the Bank's charter and take steps to bring the bank into being by May 1, 1968;

A Caribbean Regional Secretariat, located in Georgetown, Guyana, to study free trade, economic integration and other area problems and to advise future Heads of Government meetings;

Adoption of the CARIFTA Agreement as a basis, with modification, to an extended Caribbean Free Trade Area with nearly complete free trade among the commonwealth Caribbean countries by May 1, 1968, and a full customs union and economic community planned for later;

Agreement to have joint representation in missions, embassies, international conferences and organizations;

Agreement to set up a Regional Press Service, Bureau of Standards, Population Centre, and possibly an Institute of Applied Development and Technology.

Allocation of contributions both to the Bank and the Caribbean Regional Secretariat were not decided. In addition, the smaller islands continue to be concerned as to their share in any development program, particularly as to the placement of new industries. The larger countries still suspect that they will pay a disproportionately large amount of the capital subscription and receive relatively few benefits.

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Nine British producers request U.S. licensing arrangements

Rights sought for the manufacture of items ranging from architectural products to oil field equipment

Nine British manufacturing companies are requesting licensing arrangements with U.S. firms to produce items related to their specific fields.

A license to manufacture products related to the building industry is sought by a producer of plywood, plywood veneers and laminated board. The concern would also consider an agency representation arrangement.

The British firm is particularly interested in making panelling, doors, flooring and dry wall partitions. It would also be interested in handling other products in this field that could be distributed by its sales force, which calls mainly on the construction, ship-building and automotive industries.

Established in 1946, the British concern employs about 400. Project 1029. WTD.

Metal architectural products

A firm engaged in the manufacture of such **architectural products** as elevators, escalators, doors, grilles and shutters seeks licenses to make related items in this field.

The British firm's other divisions include a unit producing jewelry cases and boxes, a display division and a nonferrous foundry, specializing in sculptures and architectural work. The firm would be interested in manufacturing additional products in these areas, particularly those containing metal.

Total employment in the overall operation is approximately 1,000. Project 1033. WTD.

Measuring instruments

A manufacturer of industrial instruments seeks a license to produce scientific and industrial measuring and control equipment. The concern makes temperature control equipment, power regulator apparatus and instruments for measuring pressure, flow and temperature.

The British company claims to be particularly knowledgeable in the heating and temperature control fields and would be interested in manufacturing any products in this area.

Reportedly the firm employs sales representatives and service engineers in all the industrial centers of the U.K. Project 1032. WTD.

Printing equipment

A London manufacturer and distributor of equipment for the graphic arts seeks a license to make additional products for this industry.

The British firm manufactures platemaking equipment and other materials for the production of offset lithograph, letterpress and gravure printing plates. It also manufactures reproduction cameras and is an agent for U.S. produced etching machines and photographic chemicals.

In addition to operating two plants, the British company maintains showrooms, a technical sales service staff and branch offices in Bristol, Birmingham, Manchester and Glasgow. The firm was established in 1927 and has approximately 350 employees. Project 1030. WTD.

Electronic equipment

An electronics company engaged in the development, design and manufacture of electrical, electro-magnets and electro-mechanical equipment for automatic control operations seeks a license to make related products in the U.K.

The British firm's products include magnetic recording heads, alarm devices, static inverters and television testing instruments.

The company is a subsidiary of a group engaged in the production of transformers. Project 1031. WTD.

Conveying systems

A manufacturer of several types of conveying systems for handling packages and other materials seeks a license to produce patented mechanical handling equipment, complementary to its present operation.

Founded in 1933, the British company employs about 350. It claims to have a sales force of approximately 120 covering the entire U.K. It also has two Australian subsidiaries engaged in the design, manufacture and installation of material handling equipment. Additional representation is maintained in The Netherlands and France. Project 1026. WTD.

Oil field equipment

A manufacturer of such oil field equipment as deep pumping units, floating and cementing apparatus, and servicing hoists seeks a license to make additional products in the U.K.

Established in 1939, the London company now employs about 400. It is reported to be a leading company in its field in the U.K.

The firm already produces oil field equipment under licensing agreements with several U.S. firms. Project 1025. WTD.

Fabricated steel products

A large manufacturer and distributor of tanks and pressure vessels, cryogenic storage equipment, nuclear reactor vessels, heat exchangers and furnaces seeks licensing agreements with U.S. com-

panies. The firm employs about 2,000 plus a sales force of 18.

The British concern wants to make any newly developed products involving heavy fabricated steel platework, particularly for the oil, chemical and gas industries. The firm says it has frequently supplied equipment to U.S. oil companies operating in Europe and the Middle East. The company has also participated in projects involving nuclear power stations.

The company has licensing arrangements with several U.S. firms to produce furnaces, valves, tanks and other products. Project 1027. WTD.

Office machines, supplies

A group of 12 companies engaged in the production and distribution of stationery, office supplies and machines and industrial stapling machines is interested in licenses to make other products in these fields.

Headquartered in London, the group also operates a plant in Birmingham and maintains branch offices throughout the U.K. It claims to have 400 representatives in the U.K. calling on consumers, retailers and wholesalers.

The organization's products are exported to approximately 80 overseas markets. Project 1028. WTD.

License to produce gas appliances in New Zealand sought

Firm's executives to visit U.S. to discuss arrangements

A leading New Zealand manufacturer of electric household stoves and appliances seeks licensing agreements with experienced U.S. producers of domestic gas equipment.

The concern is interested in making cooking stoves and ovens, control heating equipment and glass lined water heaters.

Reportedly, New Zealand will have a completed natural gas distribution system in approximately 18 months. Since natural gas appliances and equipment are currently unavailable on the New Zealand market, it is anticipated that the required products will be supplied by new domestic appliance manufacturers.

It is reported that the New Zealand firm has already received approval from the Government authority concerned with industrial development to establish a facility for supplying the bulk of the domestic market.

Executives of the New Zealand company are prepared to visit the U.S. to discuss licensing arrangements with U.S. companies responding to this announcement. Project 1023. WTD.

Spanish producer of control, safety apparatus for gas appliances seeks U.S. license

A Spanish manufacturer of control and safety apparatus for domestic gas appliances is interested in negotiating licensing agreements to make such items in Spain. The firm is particularly interested in obtaining a license to manufacture an electrical lighting system for gas appliances.

The Spanish company says the system it has in mind consists of two parallel electric crystal pieces with an electric pole between them so that when the crystals are pressed they contact the pole and a power of several kilocycles is generated. The power, discharged between two electrodes placed adjacent to a gas outlet, produces a spark capable of causing the gas to ignite.

The firm is also interested in acquiring technical know-how on magneto and incandescent filament conventional lighting systems. Project 1012. WTD.

Swiss drug firm wants license to broaden line

A Basel manufacturer and exporter of pharmaceutical specialties and raw materials seeks licenses to produce bulk pharmaceuticals and additional specialty preparations.

The firm's present manufacturing program includes both pharmaceutical raw materials for antihistamines, local anaesthetics and psychic drugs, and pharmaceutical specialties in these lines It also imports and sells some 1,100 pharmaceuticals in bulk form. The firm is interested in broadening its activities by adding new preparations, excluding antibiotics.

Established in 1892 as a drug and chemical wholesaler, the Swiss concern for many years has represented major international chemical manufacturers of basic industrial chemicals, plastics and pigments. The company operates a modern plant and has about 140 employees, plus 15 salesmen covering Switzerland. It also has an overseas sales organization. Annual sales exceed $7 million. Project 1024. WTD.

Indian firm seeks U.S. participant in joint venture

Proposes peanut roasting plant for free trade zone at Kandla

A Bombay trading company seeks a joint venture with an experienced U.S. firm to establish a plant for the roasting and vacuum packaging of peanuts. The facility would be located in the Free Trade Zone at Kandla, a seaport in Gujarat.

Estimated cost of the proposed plant, which would have a daily capacity of ten metric tons based on the running of two eight-hour shifts, is around $200,000.

A U.S. participant is requested to provide the necessary plant and equipment or finance its purchase from a West German firm with whom the Indian company is presently negotiating. The U.S. concern would also provide technicians for training plant personnel.

Initially, about ten supervisory employees and 100 production workers would handle the operation. Plans call for adding a peanut butter manufacturing plant at a later date.

Water, electric power and other facilities are available at the site and basic raw materials—peanuts and salt—are obtainable on the domestic market.

The Bombay firm plans to export the entire production of the proposed plant. In addition to conducting a market survey in Europe, the Indian company has made tentative arrangements with a Swiss firm for the distribution of the roasted peanuts.

Presently, the Bombay concern exports peanut kernels, oilcakes and oilseed extractions and imports industrial chemicals. It maintains branch offices in Calcutta and Delhi. The firm's owner also operates an oil and flour mill, it is reported.

An executive of the Indian company plans to visit the U.S. in the middle of this month to discuss arrangements with U.S. companies responding to this announcement. Project 1018. WTD.

Jamaica to invite bids for hospital equipment

The Government of Jamaica desires names of capable firms wishing to prequalify for bidding on the supplying of fixed and movable electro-medical, electro-surgical, laboratory, and food service equipment for a new 400-bed hospital at Montego Bay, Jamaica, West Indies. The total value of the equipment to be purchased, and financed by the World Bank is estimated to exceed $2 million.

Any firm interested in being invited to bid should forward particulars of qualifications, experience, catalogues, and descriptive literature to the Equipment Consultant, Mr. Rafael A. Cruz-Ginorio, G.P.O. Box 3548, San Juan, Puerto Rico 00926, with two copies to the Permanent Secretary, Ministry of Communications and Works, 140 Maxfield Ave., Kingston 10, Jamaica, West Indies. All literature, brochures and other information should be forwarded to reach both the Consultant and the Ministry of Communications and Works by Feb. 7, 1968.

A copy of the announcement is available on loan to firms located in the United States from the Scientific, Photographic and Business Equipment Division, BDSA-666, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2939.

Kuwait to construct water towers and ground reservoirs

The Central Tenders Committee of Kuwait announces the opening of registration for prospective bidders for construction of water towers and ground reservoirs for the Kuwait water distribution project.

The project calls for 31 water towers, each of 3,000 M^3 unit volume and 30-40 meters high; and eight ground reservoirs, two of which will have 9,000 M^3 unit volume each and the other six of 20,000 M^3 each, located on three different sites.

Registration period closes on Dec. 20, and the tender documents are expected to be available around April, 1968.

Copies of the announcement and specifications are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Ceylon to purchase electronic and allied equipment

The Civil Aviation Department of the Ministry of Communications of Ceylon, has issued a Tender for the supply of electronic and allied equipment. Bid deadline is Feb. 1, 1968.

Bids should offer VHF receivers and transmitters, UHF receivers, MF beacon transmitters, ATC simulator, marker beacons, VASI equipment, facsimile equipment, VOR and DME equipment, ATC desk, master clock system and visual signalling equipment.

Copies of tender announcement and specifications are available from the Director of Civil Aviation, Ceylinco House, Colombo 1, upon payment of 100 Rupees per copy ($21.00) or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Viet-Nam seeks bids to build corrugated paper board factory

The Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon seeks bids for the construction of a corrugated paper board factory with a capacity of 1200 m/t of corrugated paper board per year.

Tender calls for the manufacture, testing before shipment, instructions for erection testing operations and supply of material after commencement of the productive operation of the corrugated paper board and paper box making plant. Bid deadline is Dec. 30.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone 202-967-5589.

Ecuador seeks bids for hospital construction

The Ecuadorian Ministry of Public Health is seeking bids for the construction of the second stage of the Regional Hospital of Portoviejo (Portoviejo, Province of Manabi).

The bid deadline is Dec. 19.

Bids must be submitted on special forms available from Asesoria Juridica del Ministerio de Salud Publica, Avenida 10 de Agosto 666—4° Piso, Quito, upon payment of 1,200 sucres (approximately $60.00), non-reimbursable. An additional $15.00 should be included to cover air mail postage charges and handling of forms and specifications. Correspondence is preferred in Spanish.

Contractors invited to bid on natural gas pipeline project

The Government of New Zealand invites contractors to bid on the construction of a natural gas pipeline. Designated as the Kapuni Gas Pipeline Project, the line will be 403 miles in length, consisting of approximately 373 miles of 8⅝" OD main line and about 35 miles of 3½" lateral lines.

Registration applications should be sent to the Project Manager, Ministry of Works, Kapuni Pipeline Project, P.O. Box 12142, Wellington North, New Zealand so as to arrive by Jan. 16, 1968.

Copies of a preliminary statement on the project are available on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Viet-Nam asks bids to construct detergent manufacturing plant

The Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon has issued a tender for the construction of a synthetic powder detergent manufacturing plant capable of producing 600 kilograms of synthetic powder detergent per hour.

Tender calls for the design, manufacture, technical assistance, testing operation, and supplying of materials after the plant is in operation. The bid deadline is Dec. 28.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-5589).

Jamaica requires materials and services to complete project

The Jamaica Public Service Co., Ltd. invites bids for completion of Unit Two of the Old Harbour Power Station.

The International Bank for Reconstruction and Development (Loan No. 454-JM) is financing the project and payments will be made in the currency of the country of origin.

Materials and services required for completion of the project are 60,000 kw. steam electric power addition, transmission and distribution facilities.

Bid documents are available for condenser tubes; piping; power and control cable; transmission and distribution line hardware and accessories; erection of mechanical equipment, piping and building superstructure; installation of electrical equipment and wiring; painting.

Interested parties should immediately request bid documents **from:** Jamaica Public Service Co., Ltd., Stone & Webster Engineering Corp., 225 Franklin St., Boston, Mass. 02107, Attn: Mr. J. P. Cooper, General Purchasing Agent.

Ecuador to construct highway

The Ecuadorian Minister of Public Works has under study specifications for a call of international bids to construct and finance a 350 kilometer asphalt road between Pujilacta and Putamayo.

The road will pass through Francisco de Orellana (Coca) and Baeza. Cost estimates for the project are not yet available.

Interested U.S. firms should write to the Subcomision de Transportes, Ministerio de Obras Publicas, Quito.

Canadian awards listing available to U.S. firms

A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during September, 1967, is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

131 Crude petroleum and natural gas

● **ARGENTINA**—The Argentina government announced that bids for the first oil exploration permits under the terms of the new hydrocarbons law were now open. Proposals for bidding in offshore zones No. 1 (Samborombon) No. 2 (Bahia Blanca) and No. 3 (Rio Salado) are now in order. Exploration permits can be converted into concessions if oil is found. Further details on proposals can be secured through the American Embassy, Buenos Aires.

201 Meat products

GREECE—Egg albumen. Agency and direct purchase. Requests c.i.f. Piraeus price quotations. C. Xanthopoulos & A. Yadikiaroglou (importer, sales agent), 15 Colocotroni St., Athens 125. WTD 10/17/67.

SCOTLAND—Canned meat. Agency and direct purchase. Walter Mitchell and Sons Ltd., (producers, importers), 22 Main St., Ayr. WTD 11/16/67.

202 Dairy products

GREECE—Milk, powder. C.i.f. Piraeus price quotations. Commeco O.E. (importer), 6 Lycourgou St., Piraeus. WTD 10/27/67.

203 Canning, preserving foods

FRANCE—Canned fruit juices in 32oz. glass containers; canned crabmeat, shrimp, salmon. Societe Commerciale Paquet (exporter, importer), 87 Rue Sylvabelle, 13—Marseille, 6eme. WTD 11/67.

GREECE—Shrimps: frozen, canned; frozen poultry. Requests c.i.f. Piraeus price quotations. Commeco O.E. (importer), 6 Lykourgou St., Piraeus. WTD 10/27/67.

204 Grain mill products

GUATEMALA—Glucose. Confiteria "La Tropical"—Leonor v. de Arellano (manufacturer), 5a. Calle 0-36, Zona 11, Guatemala City. WTD 11/67.

208 Beverage industries

PORTUGAL—Mollusc, crustacean concentrates, liver paste flavoring. Quotations c.i.f. Lisbon. Direct purchase and agency. Nucleon—Equipamentos de Precisao, Lda. (importer, sales agent), Av. Antonio Augusto de Aguiar 165, Lisbon 1. WTD in preparation.

220 Textile mill products

NIGERIA—Fabrics of all kinds. Eden Rock Stores (wholesaler, retailer), 9 Lebanon St., Ibadan. WTD 4/4/67.

222 Broad woven fabrics mills, manmade fibers, silk

BELGIUM—Nylon fabrics suitable for manufacturing children's apparel, clothes, four years and under. Carmen (manufacturer, distributor, exporter), Stoofstraat 15, Aalst. WTD 10/67.

264 Converted paper, paperboard products

GERMANY—Greaseproof substitute parchment paper, machine-smoothed (maschinenglatt). Firm has demand for app. 50-100 tons per month. Correspondence in German preferred. Direct purchase and agency. Wilhelm Hummel (wholesaler, importer), 45 Osnabrueck, Bruchstrasse 15 (P.O. Box 2467). WTD 3/67.

GREECE—Adhesive paper. C.i.f. Piraeus quotations. Direct purchase and agency. Kotsalidis & Co. (importer, distributor, sales agent), 10-12 Aristidou St., Athens 122. WTD 10/26/67.

SWEDEN—Repulpable tape for splicing in paper mills. Direct purchase and agency. M. B. Bolagen AB (manufacturer, sales agent, importer, distributor, exporter), Sandhamnsgatan 23, Stockholm 27. WTD 10/67.

273 Books

NIGERIA—Books, all kinds. Direct purchase and agency. Nigerian Books Suppliers Ltd. (importer, retailer), Oyo Rd., Mokola Roundabout, P.M.B. 5332, Ibadan. WTD 10/67.

275 Commercial printing

ITALY—Prints on paper directly from printers of: Early American scenes, clipper ships, naval and ocean scenes, landscapes, views from Caribbean, South America, Oceania. Frank Mikulik (importer, exporter), Via Solari 43/1, Milan. WTD 2/67.

277 Greeting card manufacturing

TRINIDAD, W.I.—All types of greeting cards, tags, seals. Direct purchase and ex-

clusive agency. B. H. Johnson & Co. (importers, manufacturers' representatives), P.O. Box 1050, Port of Spain. WTD 4/67.

281 Industrial inorganic chemicals

● **CEYLON**—Sulfuric acid for storage batteries, 4,500 imperial gals., not less than 93.2% H_2SO_4. Five gallon straight sided carboys preferred. Quotations will also be considered for supply of acid in polyethylene containers. Deliveries in four equal installments, 1,125 gals. in Jan. 1968 and the balance in March, June and August, respectively. Bid deadline Dec. 27.

The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5.★ (Telephone: 202-967-3468).

● Barium chloride, 20 metric tons, technical, crystals, 98/100%, packed in sea-worthy bags; sulphuric acid, 25 tons, commercial, 98% minimum, specific gravity 1.84, packed in sea-worthy containers; hydrochloric acid, technical, 15 tons, 33/36%, specific gravity 1.17/1.18, packed in sea-worthy containers; soda ash, 15 tons, light 98/100%, packed in sea-worthy bags. Bid deadline Dec. 20. The Chief Executive Officer, Parathan Chemicals Corp., P.O. Box 1489, 21 Abdul Caffoor Mawata, Colombo 3.★ (Telephone: 202-967-3465).

NETHERLANDS—Cyclic coal tar crudes, pesticides; synthetic organic agricultural chemicals, ethyl alcohol; industrial organic chemicals, aluminum oxyde, chrome colors; inorganic pigments, chemical catalytic preparations. Chemimpo N.V. (importer, sales agent), 14 a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

NORWAY—Amines, approx. annual consumption 30 tons; hydrofluoric acid, approx. annual consumption 70 tons. H. Bjorum (mine operator), Kirkeveien 7, Oslo 2. WTD 11/67.

282 Synthetic materials

BELGIUM—Chemicals for plastics industries. Cocentra P.V.B.A. (agent, importer), 160 Patijntjestraat, Ghent. WTD 10/67.

GREECE—Plastics materials. C.i.f. Piraeus quotations. Direct purchase and agency. Kotsalidis & Co. (importer, distributor, sales agent), 10-12 Aristidou St., Athens 122. WTD 10/26/67.

NETHERLANDS—Synthetic resins for protective coatings; synthetic rubber. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

283 Drugs

IRAN—Antibiotic pharmaceuticals. Direct purchase and exclusive agency. Ibak Trading Co. Ltd. (importer), 11 Shahin Ave., Amir Kabir Ave., Tehran. WTD 11/2/67.

NETHERLANDS—Biological products for human and veterinary use; medicinal chemicals, botanical products. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Soap, other detergents, except specialty cleaners; surface active agents, finishing agents, sulfonated oil and assistants. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

285 Paints, varnishes, lacquers, enamels

● **BURMA**—Paint, eight colors required, total quantity 1,120 imperial gals.; thinner, 100 imperial gals. Tender No. MEIC/B. RLYS/15(T)430M/67-68 bid deadline Dec. 18. Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-3512).

286 Gum, wood chemicals

NETHERLANDS—All types of gum and wood chemicals. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NORWAY—Pine oil for flotation work, approx. annual consumption 25 tons. H. Bjorum (mine operator), Kirkeveien 7, Oslo 2. WTD 11/67.

287 Agricultural chemicals

NETHERLANDS—Agricultural pesticides, other agricultural chemicals. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

289 Chemical products

GREECE—Essential oils. Agency and direct purchase. Requests c.i.f. Piraeus price quotations. C. Xanthopoulos & A. Yadikiaroglou (importer, sales agent), 15 Colocotroni St., Athens 125. WTD 10/17/67.

NETHERLANDS—Gelatin, except ready-to-eat desserts, fatty acids; essential oils, concrete curing and floor hardening materials, metal treating compounds, oil treating compounds, water proofing compounds. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

291 Petroleum refining

● **BURMA**—Aviation Anti-knock compound blue, 450 drums of 55 U.S. gals. Each drum to contain approx. 770 lbs. Tender No. (T) CHEM/POI- SR 67-68), bid deadline December 10, 1967. Tenders should be directed to The Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon. (Telephone: 202-967-2355).

● Aviation gasoline. 9000 long tons of 100/130 grade and 2,500 drums (44 imperial gal. drums) 80/87 octane aviation gasolines. Tender No. PAYALA/YAUNG/LAYA/4, bid deadline Jan. 10, 1968. People's Oil Industry, Marketing Manager, 622; Merchant St., Rangoon.★ (Telephone: 202-967-2355).

NETHERLANDS—Liquefied refinery gases, aromatics. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

NORWAY—Petroleum sulphonate, approx. annual consumption 150 tons. H. Bjorum (mine operator), Kirkeveien 7, Oslo 2. WTD 11/67.

307 Plastics products

GREECE—Laminated sheets; vinyl wall coverings. C.i.f. Piraeus quotations. Direct purchase and agency. Kotsalidis & Co. (importer, distributor, sales agent), 10-12 Aristidou St., Athens 122. WTD 10/26/67.

NETHERLANDS—Plastic shipping containers. Chemimpo N.V. (importer, sales agent), 14a Sarphatistraat, Amsterdam. Attn: Mr. L. F. J. Bake. WTD 12/14/66.

314 Footwear, except rubber

SWEDEN—Men's, women's shoes, all kinds, especially loafers. Direct purchase and agency. Ljungjuistimport (agent, importer), Gullmarsplan 5, Stockholm. WTD in preparation.

322 Glass, glassware

TRINIDAD, W.I.—Christmas tree ornaments. Direct purchase and agency. B. H. Johnson & Co. (importers, manufacturers' representatives), P.O. Box 1050, Port of Spain. WTD 4/67.

327 Concrete, gypsum, plaster products

NIGERIA—Building materials for building industry. C&F (Nigeria) Ltd. (importer, exporter), 60 Campbell St., P.O. Box 2592, Lagos. WTD 9/67.

331 Steel mill products

● **BURMA**—Pipe, galv., butt welded: 500,000 ft. ¾" to 2" dia. Pipe, galv., seamless, 70,000 ft., 4" dia. and 3,000 ft. 10" dia. Tender No. 112/T/CONST/PWC/67-68, bid deadline Dec. 15. Vice Chairman, Public Works Corp., No. 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-2363).

● Pipe and fittings: Includes 6,900 ft. of welded pipe 8", 10", 12", 24" dia. x ¼" wall. Tender No. 0008/MDC-CONST-8 (67-68), bid deadline Dec. 15. Director General, Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-967-2363).

THAILAND—Bars, rods, made of iron, brass, steel. Direct purchase and agency. C.i.f. Bangkok prices, brochures requested. Lee Bros. Trading Ltd. Part. (importer, indent agent), 524 Mahachai Rd., Burapha Palace, P.O. Box 1574, Bangkok. WTD 11/67.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—The Vice Chairman, Public Works Corp. 60, Shwedagon Pagoda Rd., Rangoon, has invited bids for 44 long tons of bare copper wire and 17 long tons of annealed copper wire. Tender number 018/T/EL/PWC/67-68. Bid deadline Dec. 18. A copy of the tender may be reviewed in Room 4806, U.S. Department of Commerce, Washington, D.C.

● **GHANA**—The Supply Commission in Accra has invited bids for 673,000 yds. of PVC insulated electrical cable and 710,000 yds. of hard drawn copper conductor. Closing date Dec. 22. Tender forms and contract conditions are available from Ghana Supply Commission, P.O. Box METNV, Accra, upon payment of $14.00.

● **TRINIDAD**—All aluminum conductor 1/0, 100,000 lbs.; ballasts, 115 volt, 2000 only. Tender No. unknown, bid deadline Dec. 18. Specifications available from Purchasing Officer,

Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain.

342 Cutlery, hand tools, general hardware

NIGERIA—Builders' hardware for building industry. C&F (Nigeria) Ltd. (importer, exporter), 60 Campbell St., P.O. Box 2592, Lagos. WTD 9/67.

343 Heating apparatus

SOUTH AFRICA—Diesel, kerosene, anthracite, gas fired heaters: latest designs, high efficiency. Eurafrican Industrial Agencies (importing distributor), P.O. Box 29, Howard Pl., Pinelands, Cape Province. WTD in preparation.

THAILAND—Complete line of plumbing fixtures, bathroom cabinets. C.i.f. Bangkok prices. Catalogs requested. Direct purchase and agency. World Trading Co., Ltd. (importer, wholesaler), 899 Mangkorn Rd., Bangkok. WTD 8/66.

344 Fabricated structural metal products

NEW ZEALAND—Textile plant autoclaves. H. A. Tuck and Co. Ltd. (importer, manufacturer's representative), 171 Albert St., P.O. Box 5432, Auckland. Attn: Mr. J. A. Horrocks, Gen. Mgr. WTD in preparation.

352 Farm machinery

GERMANY—Lawn mowers, both electric, gasoline motor driven. Price quotations c.i.f. European ports. Requests replies in German. Manfred Hoffmann (importer, distributor, commission merchant), Postfach 24, 14-22 Batheyerstrasse, 58 Hagen-Kabel. WTD 8/2/66.

TRINIDAD, W.I.—Milking machines, equipment. Direct purchase and agency. Davidson-Arnott & Co., Ltd. (importers, wholesalers, retailers, commission merchants), 110 Henry St., Port of Spain. WTD 5/8/67.

353 Construction, mining, materials handling machinery, equipment

● **CHILE**—Public bids sought for three rotating drills; three double action duplex pumps; two electric motors: bid deadline Dec. 20. One 25-ton carrier mounted crane; three 10-ton carrier mounted cranes; ten 3-ton cranes unmounted. Bid deadline Jan. 8. Eighteen 5-cu. yd. transit mixers, four butler bin-batchers. Bid deadline Jan. 10. Tender numbers not available. Correspondence preferred in Spanish. Detailed specifications in Spanish available from "ENDESA," Calle Estado 337, OF. 306 Santiago, at a cost of approximately $8 for each of the three invitations. Empresa National de Electricidad S.A. "ENDESA," calle Estado 337, Of.306, Santiago.

● **COLOMBIA**—(16.35 pesos=U.S.$1.00) Quotations requested for one hydraulic crane, mobile mounted, approx. 8-ton lift capacity. No tender number supplied. Bid deadline Dec. 15. Terms and specifications may be obtained from issuing authority against payment of 50 pesos per copy. Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga Oficina No. 607, Medellin, Colombia.

354 Metalworking machinery

AUSTRALIA—Machinery for manufacturing air-conditioning duct-work in metals, from 22-gauge (.0312 plus coating) to 26-gauge (.0196 plus coating), fully automatic; stainless steel pipes from 16-gauge (.0625) to 12-gauge (.0991) in diameters of from 6 in. to 18 in. Byrne & Davidson Pty. Ltd. (manufacturer), P.O. Box 102, Revesby, N.S.W. 2212. WTD 10/67.

355 Special industry machinery

AUSTRALIA—Electronic vehicle brake testing equipment. C.i.f. prices, illustrated material. Dept. of Motor Transport, 50 Rothschild Ave., Rosebery, Sydney, N.S.W. 2018.—Attn: Mr. Rodney Vaughan.

GREECE—Knitting machines for surgical hosiery. Requests information, prices. Athanasios Papapostolou (importer), 72 Egnatia St., Thessaloniki. WTD 9/67.

GUATEMALA—Metal spraying equipment, metallizing process. Productos de KENAF, S.A.—PROKESA (manufacturer), 1a. Avenida 7-12, Zona 1, Guatemala City. WTD 9/67.

Confectionery machinery. Requests replies in Spanish. Confiteria "La Tropical"—Leonor v. de Arellano (manufacturer), 5a. Calle 0-36, Zona 11, Guatemala City. WTD 11/67.

HONDURAS—New or second hand, guaranteed equipment for cleaning aluminum rods. Requests prices c.i.f. Honduran Port. Jose Zummar y Hermano (manufacturer, wholesaler, retailer), 3a. Avenida, S.O., No. 48, San Pedro Sula. WTD 6/67.

Complete machinery, equipment for establishing milk pasteurizing, processing plant, with capacity of 4,000 gal. per day. Banco Nacional de Fomento. Attn: Ing. Jose Leon Ramirez, Industrial Development Dept. (government agency), Comayaguela, D. C. WTD 6/9/66.

● **NEW ZEALAND**—Textile bleaching, measuring, warping, weaving, linking machinery, carding, cloth spreading or laying machines, combing, crimping, cropping and shearing machines, delatising, dyeing, finishing, spinning, strip cutting, knitting and hosiery machines. H. A. Tuck & Co., Ltd. (importer, manufacturers' representative). Attn: Mr. J. A. Horrocks, Gen. Mgr., 171 Albert St., P.O. Box 5432, Auckland. WTD in preparation.

PANAMA—Machinery, equipment to manufacture wooden pencils. Olivier A. Stanziola e Hijos, S.A. (manufacturer), P.O. Box 4409, Panama 5. WTD 11/67.

356 General industrial machinery

ENGLAND—Air compressors, couplings, gearboxes, pneumatic controls, plummer blocks, shaft collars, reduction gearboxes, adaptor bushes for industrial transmission. Agency and direct purchase. Wichita United Ltd., Ampthill Rd., Bedford.

NICARAGUA—Machinery: manufacture all types of automobile filter cartridges, of various elements. Requests descriptive literature, price lists, other information for establishing plant. Requests replies in Spanish. Agustin Toruno/Ignacio Salinas, Apartado Postal 3107, Managua.

SOUTH AFRICA—Sandblasting equipment: guns, hoppers, sandblasting booths, all allied equipment, portable and fixed, operating on approx. 80-100 p.s.i. air pressure. Requests full technical data particularly air consumption, sand or shot figures; recovery method of sand or shot; type of protective equipment required; f.o.b. vessel (named port of shipment) or c.i.f. Cape Town prices. Direct purchase and sole franchise. Industrial Units (Cape) (Pty.) Ltd. (importing distributor), P.O. Box 1755, Cape Town, Cape Province. WTD 6/67.

TAIWAN—Candle making machines. Lima Co. Ltd. (importer, agent), P.O. Box 1616, Taipei. WTD in preparation.

357 Office, computing, accounting machines

KENYA—Office machines, cash registers. Stationery and Office Supplies Ltd. (stationers, booksellers), P.O. Box No. 30412, Nairobi. WTD 3/17/67.

● **NEW ZEALAND**—Supply of postal machinery to equip New Zealand's new major central post office at Wellington. Tender No. G.P.O. 170/4616, bid deadline Feb. 26, 1968. Invitation to bid submitted by Mr. W. N. Poole, Divisional Engineer, Electrical-Mechanical Section, Engineer-in-Chief's Office, New Zealand Post Office, Wellington. For additional information and copies of the tender documents contact the Office of the New Zealand

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Trade Commission, 1145 19th St., N.W., Washington, D.C. 20036. (Telephone: 202-338-8820).

358 Service industry machines

● **CEYLON**—Supply of various kinds of kitchen equipment, gas and electric, such as rice boilers, food mixers, kettles, fryers, cooking ranges, etc., for the Colombo General Hospital. Tender No. CO/C&S/T/63/67. Bid deadline Dec. 31. The Chairman, Tender Board, Dept. of Government Electrical Undertakings, P.O. Box 540, Parsons Rd., Colombo 2.★ (Telephone: 202-967-5345).

● **KENYA**—Air conditioners. Stationery and Office Supplies Ltd. (stationers, booksellers), P.O. Box 30412, Nairobi. WTD 3/17/67.

Vending machines, all types. Stationery and Office Supplies Limited (stationers, booksellers), P.O. Box No. 30412, Nairobi. WTD 3/17/67.

NEW ZEALAND—Textile humidifiers. H. A. Tuck and Co. Ltd. (importer, manufacturers' representative), 171 Albert St., P.O. Box 5432, Auckland. Attn: Mr. J. A. Horrocks, Gen. Mgr. WTD in preparation.

PORTUGAL—Coin-operated vending machines and automatic microwave ovens for restaurants, small type. Quotations c.i.f. Lisbon. Direct purchase and agency. Nucleon-Equipamentos de Precisao, Lda. (importer, sales agent), Av. Antonio Augusto de Aguiar 165, Lisbon 1. WTD in preparation.

SOUTH AFRICA—Diesel cooking stoves, ranges, ovens for ship galleys. Eurafrican Industrial Agencies (importing distributor), P.O. Box 29, Howard Pl., Pinelands, Cape Province. WTD in preparation.

362 Electrical industrial apparatus

NEW ZEALAND—Cloth inspection equipment. H. A. Tuck and Co. Ltd. (importers, manufacturers' representative), 171 Albert St., P.O. Box 5432, Auckland. Attn: Mr. J. A. Horrocks, Gen. Mgr. WTD in preparation.

Portable generating sets with a 2½ kw capacity for 220 volt AC or DC current. J. B. Peacock (New Zealand) Ltd. (importer, sales agent), 9 St. Jude St., Avondale, Auckland. WTD 9/67.

SWEDEN—Control accessories, electronic controls, other industrial controls, relays and timers. Direct purchase and agency. Miltronic AB (manufacturer, agent, exporter, importer), Fack 2, Segeltorp. WTD 11/67.

364 Electric lighting, wiring equipment

● **NETHERLANDS**—Electrical installation materials, electrical wires, cables, small cable drums, cable insulating materials, cable connectors, electrical lighting, flashlights, signal lamps for flush and surface mounting, pushbuttons, switches, relays, limit switches, floating switches, time relays, contactors. Exclusive agency. N.V. Handelmij. "Electro Metaal" (importer, wholesaler), 100 Piet Heinstraat, The Hague. WTD in preparation.

367 Electronic components, accessories

SWEDEN—Diodes, solid state, transistors, all kinds. Direct purchase and agency. Miltronic AB (manufacturer, agent, exporter, importer), Fack 2, Segeltorp. WTD 11/67.

Capacitors for integrated circuits. Direct purchase and agency. Farad, AB (manufacturer, agent, exporter, importer), Nyborgsgrand 1, Hagersten. WTD 11/67.

369 Electrical machinery, equipment, supplies

TRINIDAD, W.I.—Christmas tree lighting sets, 115 volts 60 cycles A.C. Direct purchase and agency. B. H. Johnson & Co. (importers, manufacturers' representatives), P.O. Box 1050, Port of Spain. WTD 4/67.

371 Motor vehicles, equipment

THAILAND—Full line of auto air conditioning components, spare parts, accessories for manufacturing of auto air conditioners. C.i.f. Bangkok prices, catalogs requested. Direct purchase and agency. Patco (Thailand) Ltd. (importer), 71/5-8 Din Daeng Road, Bangkok. WTD 4/67.

374 Railroad equipment

NEW ZEALAND—Supply of track lining machines. Tender No. S67/814/1, bid deadline Jan. 10, 1968. Comptroller of Stores, New Zealand Government Railways, Private Bag, Wellington. Copies of specifications and drawings may be obtained from the New Zealand Trade Commissioner, 1145-19th St. N.W., Washington, D.C. 20036 or a xeroxed copy from the Department of Commerce, Transportation Equipment Division, BDSA-596, Rm. 4314, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

381 Engineering, laboratory, scientific, research instruments

GERMANY—Nuclear measuring devices, controls. Poetschke & Co. KG (distributor, importer), 6000 Bergen-Enkheim, Postfach 225. WTD 3/67.

384 Surgical, medical and orthopedic supplies

GREECE—Elastic orthopedic braces and stockings. Requests information, prices. Direct purchase and agency. Demetrios Moschos (importer, agent), 9 Vasileos Georghiou St., Thessaloniki. WTD 11/67.

● **THAILAND**—Supply of 15,000 rolls of gauze, size 36″ x 100 yds., 20 x 24 mesh, delivery to be made in three lots in March, June, and Sept. 1968; also 5,000 rolls of bandage, size 36″ x 6 yds., 28 x 32 mesh. Bid deadline Jan. 30, 1968. For further information and tender documents contact the Department of Medical Services, Dhevaves Palace, Bangkok.

399 Manufacturing industries

ETHIOPIA—Barber, beauty shop equipment, supplies, accessories. Illustrative catalogs, terms, conditions requested. Quotations c.i.f. Assab. Prandeni Vittorio (barber), P.O. Box 3139, Addis Ababa. WTD 10/5/67.

KENYA—Sign making materials, equipment. Stationery and Office Supplies Ltd. (stationers, booksellers), P.O. Box No. 30412, Nairobi. WTD 3/17/67.

441 Deep sea foreign transportation

● **KOREA**—Ocean freight for approx. 148,000 M/T of potassium chloride and approx. 20,000 M/T of sulphate of potash in bulk is required to quote under this invitation. Ship owners are required to state the proposed loading lay-day of vessel during the period from April 1, 1968 to June 30, 1968, for 20,000 M/T of Muriata of Potash (KCL). Balance will be delivered during period from Oct. 1, 1968 to Feb. 28, 1969.

Ship owners are required to quote ocean freight on the following basis using the quotation format provided by the Korean Government only for metric ton (M/T) of 2204.6 lbs.; freight separately from a port on the U.S. Pacific Coast, a port on the U.S. Atlantic Coast, a port on the U.S. Gulf of Mexico. To one safe port of the Republic of Korea, Pusan, Inchon, Masan and Yosu: available for any type of vessel; Mokpo, Kunsan, Pohang and Changhang: not available for mariner type vessel.

Shipowners are required to indicate the type of vessel in their quotation. Invitation No. KFX-7146-OT-N. Bid deadline, Dec. 14. Office of Supply, Government of the Republic of Korea, Seoul.

A copy of the invitation, please quote Invitation No. and country in request, is available on a loan-first-come basis from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

UGANDA—Prepared animal and fowl feeds; cereal preparations; rice; blended and prepared flour. Exclusive agency. Moonlit Agencies (indenting agency), P.O. Box 3929, Kampala. WTD 11/67.

207 Confectionery

UGANDA—Candy, other confectionery products; chocolates, cocoa products; chewing gum. Moonlit Agency (indenting agency), P.O. Box 3929, Kampala. WTD 11/67.

208 Beverage industries

NETHERLANDS—Extracts, ingredients for beverages used for automatic, other dispensing machinery. De Vos Automatic N.V. (manufacturer, importer, agent, exporter), 9 Bergambachterstraat, Schoonhoven. WTD 11/67.

209 Food preparations

NETHERLANDS—Deep frozen coffee extract. De Vos Automatic N.V. (manufacturer, importer, agent, exporter), 9 Bergambachterstraat, Schoonhoven. WTD 11/67.

220 Textile mill products

SWEDEN—Textile piece goods material of wool, cotton, synthetic fibers and piece goods for curtains and women's clothing. Fredrik Viktorin AB (sales agent), Vasterlanggatan, Stockholm C. WTD 11/16/67.

235 Hats, caps, millinery

SOUTH AFRICA—Cones, capelines for men's, women's hats; trimming fabric for millinery industry. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 4/67.

239 Fabricated textile products

UGANDA—Curtains, draperies; house-furnishings, except curtains, draperies; pleating, decorative, novelty stitching, and tacking for the trade. Exclusive agency. Moonlit Agencies (indenting agency), P.O. Box 3929, Kampala. WTD 11/67.

264 Converted paper, paperboard products

UGANDA—Stationery. Exclusive agency. Moonlit Agencies (indenting agency), P.O. Box 3929, Kampala. WTD 11/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Bilge solvents, teak wood cleaners. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

287 Agricultural chemicals

PAKISTAN—Pesticides, agricultural. Requests catalogs, quotations, c. & f., Karachi. S. S. Haji Abdul Kader (importer), 47 New Cloth Market, Dunolly Road, Karachi. WTD 10/67.

306 Fabricated rubber products

NETHERLANDS—High pressure hoses; all types rubber air-hoses. Hebu N.V. (distributor, importer), 62 Stationsweg, The Hague. WTD 10/67.

327 Concrete, gypsum, plaster products

ETHIOPIA—Wallboard, for own use and sale to the trade. Mekbeb Makonnen (building contractor), P.O. Box 717, Addis Ababa. WTD in preparation.

329 Abrasive, asbestos, and miscellaneous nonmetallic mineral products

ETHIOPIA—Building materials, for own use and sale to the trade. Mekbeb Makonnen (building contractor), P.O. Box 717, Addis Ababa. WTD in preparation.

NETHERLANDS—Asbestos friction materials, automotive. Hebu N.V. (distributor, importer), 62 Stationsweg, The Hague. WTD 10/67.

331 Steel mill products

PAKISTAN—Steel sheets, pipe, ingots. Requests catalogs and quotations, c. & f., Karachi. Trans World Traders (Regd) (importer), Rms. C 20/A, C 20/1, C-21, Shikarpuri Cloth Market, Bunder Rd., Karachi. WTD 9/67.

Tin plate, black plate, terne plate; steel bars, allied products. Requests catalogs, quotations, c. & f., Karachi. Pioneer Automobiles (importer), Pilot House, Plaza Sq., Bunder Rd., Karachi. WTD 10/67.

Steel rails, allied products for use by Pakistan Western Railway. Requests catalogs, quotations, c. & f., Karachi. Parvez Trading Co. (importer), P.O. Box 5426, Fadoo Bldg., Bunder Rd., Karachi. WTD 10/67.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Garden sprinklers, garden shears. Exclusive agency. De Boer-Steffen (importer, sales agent), 66 Geestbrugweg, Rijswijk. WTD in preparation.

High pressure hose couplings, adaptors; hand tools for automotive sector. Hebu N.V. (distributor, importer), 62 Stationsweg, The Hague. WTD 10/67.

343 Heating apparatus

ETHIOPIA—Sanitary ware, plumbing fixtures, for own use and sale to the trade. Mekbeb Makonnen (building contractor), P.O. Box 717, Addis Ababa. WTD in preparation.

NETHERLANDS—Boat toilets, waste disposals. Exclusive representation for W. Europe, Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

PAKISTAN—Boilers, steam. Requests catalogs, quotations, c. & f., Karachi. Trans World Traders (Regd) (importer), Rms. C 20/A, C 20/1, C-21, Shikarpuri Cloth Market, Bunder Rd., Karachi. WTD 9/67.

344 Fabricated structural metal products

ETHIOPIA—Door, window frames, for own use and sale to the trade. Mekbeb Makonnen (building contractor), P.O. Box 717, Addis Ababa. WTD in preparation.

352 Farm machinery

NETHERLANDS—Electric hedgetrimmers, powered lawn mowers, hand-lawn mowers. Exclusive agency. De Boer-Steffen (importer, sales agent), 66 Geestbrugweg, Rijswijk. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

ARGENTINA—Road construction machinery, parts. Requests replies in Spanish. Radiant International, S.R.L. (agent), Carlos Pellegrini 651, Buenos Aires. WTD 9/67.

Oil field machinery and equipment, parts. Requests replies in Spanish. Radiant International, S.R.L. (agent), Carlos Pellegrini 651, Buenos Aires. WTD 9/67.

FRANCE—Materials handling machinery, equipment of an advanced technique: conveyors, conveying equipment for general industrial use; overhead traveling cranes, hoists and monorail systems for installation in factories, warehouses, and other industrial & commercial establishments; industrial trucks, tractors, trailers and stackers. Mr. Plantard, Trade Manager, Frankel Manutention (manufacturer, wholesaler, retailer), Boite Postale No. 1—77 Lagny. WTD 9/67.

NETHERLANDS—Boat trailer winches. Exclusive representation for W. Europe, possibly Indonesia, other areas. Borsumij Wehry N.V. (trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

PAKISTAN—Cranes, construction machinery for mounting on tractors. Requests catalogs, quotations, c. & f., Karachi. S. S. Haji Abdul Kader (importer), 47 New Cloth Market, Dunolly Rd., Karachi. WTD 10/67.

354 Metalworking machinery

NETHERLANDS—Precision measuring tools for metalworking sector such as micrometers, gauges; hand and powered tools for treating metal; thread cutters, drills, taps, reaming mills, saws; machine tool accessories such as bits, reamers, drills, taps. Exclusive agency. De Boer-Steffen (importer, sales agent), 6 Geestbrugweg, Rijswijk. WTD in preparation.

355 Special industry machinery

PAKISTAN—Textile machinery, parts and attachments. Requests catalogs, quotations, c. & f., Karachi. Trans World Traders (Regd) (importer), Rms. C 20/A, C 20/1, C-21, Shikarpuri Cloth Market, Bunder Rd., Karachi. WTD 9/67.

358 Service industry machines

NETHERLANDS—Beverage dispensers, especially for whisky, built in a cabinet, preferably cooled, with a double-glass front and quantity measuring devices; vending machines; components for dispensers and venders, vending cups, cooling equipment, icemakers, restaurant equipment. De Vos Automatic N.V. (manufacturer, importer, agent, exporter), 9 Bergambachterstraat, Schoonhoven. WTD 11/67.

PAKISTAN—Air-conditioners, room. Requests catalogs, quotations, c. & f., Karachi. Parvez Trading Co. (importer), P.O. Box No. 5426, Fadoo Bldg., Bunder Rd., Karachi. WTD 10/67.

PANAMA—Automobile air-conditioners. Exclusive commission agent. Catalogs, trade lists requested. Eliecer Castille G. (Representaciones Rameli) (agency, representative), P.O. Box 243, Panama. WTD 11/67.

361 Electric transmission, distribution equipment

ARGENTINA—Electric transmission, distribution equipment. Requests replies in Spanish. Radiant International S.R.L. (agent), Carlos Pellegrini 651, Buenos Aires. WTD 9/67.

363 Household appliances

NETHERLANDS—Electric fans, vacuum cleaners; steam irons, freezers, electric toasters, refrigerators, electric coffeemakers, electric dryers, electrical cooking equipment, electric boilers, automatic washing machines, electric heating plates, electric heating equipment. Exclusive agency. N.V. Handelmij. "Electro Metaal" (importer, wholesaler), 100 Piet Heinstraat, The Hague. WTD in preparation.

PANAMA—Household electric mixers, shaving machines, fans, other small electric household appliances. Exclusive commission agent. Catalogs, trade lists requested. Eliecer Castillo G. (Representaciones Rameli) (agency, representative), P.O. Box 243, Panama. WTD 11/67.

364 Electric lighting, wiring equipment

ETHIOPIA—Electric materials for use in building trade. Mekbeb Makonnen (building contractor), P.O. Box 717, Addis Ababa. WTD in preparation.

365 Radio, television receiving sets

PANAMA—Record players, tape recorders. Exclusive commission agent. Catalogs, trade lists requested. Eliecer Castillo G. (Representaciones Rameli) (agency, representative), P.O. Box 243, Panama. WTD 11/67.

UGANDA—Transistor radios. Exclusive agency. Moonlit Agencies (indenting agency), P.O. Box 3929, Kampala. WTD 11/67.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Batteries; electric chimes; bells and buzzers. Exclusive representation. N. V. Handelmij. "Electro Metaal" (importer, wholesaler), 100 Piet Heinstraat, The Hague. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Automobile parts, accessories. Requests catalogs, quotations, c. & f., Karachi. Pioneer Automobiles (importer), Pilot House, Plaza Sq., Bunder Rd., Karachi. WTD 10/67.

Automobile, truck parts, accessories. Requests catalogs, quotations, c. & f., Karachi. Radium Motors (importer), Marston Rd., near Godeon Cinema, Karachi. WTD 10/67.

Automobile, truck spare parts, accessories. Requests catalogs, quotations, c. & f., Karachi. S. S. Haji Abdul Kader (importer), 47 New Cloth Market, Dunolly Rd., Karachi. WTD 10/67.

375 Motorcycles, bicycles, parts

UGANDA—Motorbicycle, bicycle spare parts. Exclusive agency. Moonlit Agencies (indenting agents), P.O. Box 3929, Kampala. WTD 11/67.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Leak detectors, high vacuum equipment, apparatus for automated clinical chemistry, fluorescence indicators. Seeks agencies or representation for Netherlands, or Benelux, W. Europe. N.V. Dordchem (importing distributor), 9 Oranjestraat, The Hague. WTD 10/67.

383 Optical instruments, lenses

NETHERLANDS—Spectrophotometers, IR, UV and visible, atomic absorption spectrophotometers, mass spectrometers, Mossbauer spectrometers, Electrophoresis, chromatography equipment. Seeks agencies or representation for Netherlands, or Benelux, W. Europe. N. V. Dordchem (importing distributor), 9 Oranjestraat, The Hague. WTD 10/67.

394 Toys, amusement, sporting, athletic goods

NETHERLANDS—Water skis, accessories, water ski tow ropes, rope reels. Seeks exclusive representation for W. Europe, possibly also Indonesia, other areas. Borsumij Wehry N.V. (international trading company), 40 Wassenaarseweg, The Hague. WTD 7/67.

PANAMA—Children's wagons, velocipedes, toy trains, cars, structural toy sets, dolls, model construction sets, metal, wooden and plastic toys; complete games, e.g. monopoly, chess, checkers. Exclusive commission agent. Catalogs, trade lists requested. Eliecer Castillo G. (Representaciones Rameli) (agency, representative), P.O. Box 243, Panama. WTD 11/67.

Leads for Importers

Commodities are offered direct unless specified

249 Wood products

SWEDEN—Service trays, molded, teak, rosewood veneer. Seeks representatives. AB Jie Johnson (manufacturer, exporter), Gantofta. WTD 11/13/67.

359 Machinery

SWEDEN—Tape dispensers for bagsealing, cartonsealing and general purposes, all kinds. M. B. Bolagen AB (manufacturer, sales agent, importer, exporter), Sandhamnsgatan 23, Stockholm 27. WTD 10/67.

361 Electric transmission, distribution equipment

SWEDEN—Electronic control, metering panels and systems used in connection with controlling of production operations. Miltronic AB (manufacturer, agent, exporter, importer), Fack 2, Segeltorp. WTD 11/67.

505 Farm products—raw materials

NIGERIA—Ginger, peeled and dried; funtua chillies; melonseeds; kapokseeds; cattle horns. The Nigerian Import & Export Trading Co. (importer, exporter), 15 Idumagbo Ave., P.O. Box 407, Lagos. WTD 7/67.

Ginger, sheanut, palm oil, palm kernel, beanseeds, soyabeans, coffee, copra. C & F (Nigeria) Ltd. (importer, exporter), 60 Campbell St., P.O. Box 2592, Lagos. WTD 9/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Capt. Jaime Sola, Vice President and Managing Director, Containers S.A., Corrientes 1386, 4th fl., Buenos Aires, **interested in contacting U.S. manufacturers of containers and transport companies and requesting technical information on manufacture and use of semi-trailer and other types of containers to discuss possibilities of purchasing containers and evaluating feasibility of manufacturing containers in Argentina under license.** Dec. 8-11 via New York for 10 days. c/o Summit Hotel of New York, E. 51st St. & Lexington Ave., New York, N.Y. Itinerary: New York, Washington, others as required. WTD in preparation.

BRAZIL—Paul Michel Levine, Companhia Federal de Fundicao, Rua Neri Pinheiro 240 (Estacio), Rio de Janeiro, GB,ZC-10, **interested in licensing agreement or joint venture with U.S. firm to manufacture general machinery and equipment in the pulp and paper industry.** Dec. 11 via New York for 10 days. c/o Peter Alevra, The Black Clawson Co., 200 Park Ave., New York, N.Y., telephone 972-2050. Itinerary: New York. WTD in preparation.

CEYLON—Asker S. Moosajee, Dir., Moosajees Ltd., 34 Alston Place, Colombo 2, **interested in meeting with importers of tea and coconut products, prospective collaborators in cattle farming and in development of hotel and tourist projects.** Dec. 10 via Honolulu for two weeks. c/o Hongkong & Shanghai Banking Corp. of California, 180 Sansom St., San Francisco, Calif. Itinerary: Honolulu, San Francisco, Boise, San Antonio, Houston, New Orleans, Chicago, Cleveland, Washington, Philadelphia, New York. WTD 4/66.

CHILE—Jacobo Kravetz, proprietor, Muebles Kravetz, Celia Solar 210 and Providencia 2216, Santiago, **interested in visiting quality furniture manufacturers and showrooms.** Nov. 22 via Los Angeles for one month. c/o Chilean Consulate General, New York, N.Y. Itinerary: Los Angeles, San Francisco, New York, Miami. WTD in preparation.

Rodolfo Albertz, Pinturas Andina S.A., San Diego 231, Santiago, **interested in agency from manufacturer of accessories for home trailers, in discussing possibilities of manufacturing under license house trailers and resins for paints, and requesting technical information:** Nov. 15 via Miami for one month. Itinerary: New York c/o New Yorker Hotel, 8th Ave. & W. 34th St., New York, N.Y. 10001, Miami c/o Atlantic Towers Hotel. WTD 6/21/66.

FRANCE—V. Champetier de Ribes, representing Polyplastic, 14 rue des Sablons, 75 Paris 16e, **interested in additional agencies for chemicals related to rubber and plastics fields, such as elastomers, plastomers, PVC, and requesting technical information.** Dec. 4 via New York for 10 days. Itinerary: 12/4-9 New York c/o Roosevelt Hotel, Madison Ave. & E. 45th St.; Boston; 12/11-13 Cleveland c/o Holiday Inn, Euclid Ave.; New York, others as far west as Chicago if necessary. WTD 1/21/65.

INDIA—R. V. Madhvani, Gleitlager (India) Pvt. Ltd., Manu Mansion, 16 Old Custom House Rd., Bombay 1, **interested in importing machinery and machine tools for his firm which manufactures aluminum alloy split bearings and steel backed bronze bearings used in diesel engines.** Dec. 1 via New York for two weeks. c/o Dept. of Commerce New York Field Office. Itinerary: New York, remaining itinerary open. WTD in preparation.

ISRAEL—Dr. I. Hadar, Assia Maabarot, Veterinary Dept. of Assia Chemical Laboratories (1964) Ltd., 85 Nahlat Binyamin St. or P.O. Box 1423, Tel Aviv, **interested in pharmaceutical products and requesting technical information concerning veterinary medical products.** Dec. via New York for 4-5 months. c/o Dr. Yaacov Shechtar, 10545 Blythe Ave., Los Angeles, Calif. 90064. Itinerary: New York, Chicago, Los Angeles, San Francisco, New Orleans. WTD 2/67.

New Books and Reports

***Foreign Market Surveys.* U.S. Dept. of Commerce. $3 for hard cover, 65¢ for microfiche.**

The following new titles are available in this series of studies prepared by overseas market research firms for use in planning the Office of International Trade Promotion's various export expansion activities:

Mining and Mineral Processing Equipment in Sweden. PB 176 205.

Corrosion Protection and Metal Finishing Equipment in Sweden. PB 176 206.

Laundry and Dry Cleaning Equipment in France. PB 176 207.

Agricultural Machinery, Equipment and Chemicals in Italy. PB 176 208.

Industrial Fasteners in the Federal Republic of Germany. PB 176 209.

Specialized Hospital Equipment in West Germany. PB 176 216.

Industrial Process Measuring and Controlling Instruments in Japan. PB 176 296.

Commercial Laundry and Drycleaning Equipment in Japan. PB 176 297.

Paper and Pulp Machinery in Japan. PB 176 298.

Filtration Equipment in Japan. PB 176 299.

Equipment and Supplies Used in the Paper and Film Conversion Industry in Japan. PB 176 300.

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151.

***European Taxation*, special issue on *The Common System of Tax on Value Added*, Vol. 7, Nos. 7/8, July/Aug. 1967. Published by the International Bureau of Fiscal Documentation. Amsterdam. Annual airmail subscription, $50. Price of individual issues quoted on request.**

This special 60 page issue is devoted to a survey of "tax on value added" and other turnover taxes in the Common Market countries. National fiscal legislation is cited in comprehensive footnotes not only for the European Community countries but also for Denmark, Sweden, Portugal, Greece, and Turkey.

The Common Market directives for harmonization of the tax on value added systems to be achieved by Jan. 1, 1970, are analyzed in detail. The Appendix carries an unofficial English translation of the two EEC Council Directives of Apr. 11, 1967.

The foreword is by Hans von der Groeben, who has been a member of the EEC Commission from the outset and currently heads the Commission Directorates for Regional Policy and for the Internal Market.

With Germany due to change its present cascade or cumulative system of turnover taxes to a value-added system on Jan. 1, 1968, this tax issue is particularly timely. **G. Finne**

Write: International Bureau of Fiscal Documentation, Muiderpoort, Sarphatistraat 124, Amsterdam-C, The Netherlands.

***The Steel and Iron Industry in Brazil* (In Portuguese). Published by Editora Banas S.A. Sao Paulo 1967. 234pp. $28.**

The 1967 edition of this annual contains a market study of the industry, and detailed descriptions of the activities of 650 producing companies.

Information is also included for Argentina, Uruguay, Chile, Columbia, Peru, Venezuela and Mexico.

Write: Geraldo Banas; Editora Banas S.A.; Rua Rego Freitas, 542; San Paulo, Brazil.

***How to Get Started in Exporting—A $204 Billion Market.* Published by Dun & Bradstreet, Inc., New York. 1967. 92pp. $1.95.**

As its title implies, this book is filled with basic advice for the businessman new to exporting. It outlines for him various sources of information, such as the U.S. Department of Commerce, the United Nations, banks, transportation companies, publications, trade associations, chambers of commerce, and state trade development offices. It discusses the advantages and disadvantages of a combination export manager.

Individual chapters cover promoting export sales through Trade Centers and Exhibits and Sample Display Centers, direct mail, and paid advertising; overseas travel; selecting agents and distributors; and export service organizations.

Write: Business Education Division, Dun & Bradstreet, Inc., 1290 Ave. of the Americas, New York, N.Y. 10019.

***The Export Import Bank Fiscal 1967 Report.* Published by the Export Import Bank. Washington, D.C. 1967. 189pp. $1.25.**

The Annual Report to the Congress for the twelve months ending June 30, 1967 states that Export-Import Bank recorded a 68% increase in its business as compared with the previous fiscal year, a new high for the Government export credit agency.

The report covers direct loans and short and medium term transactions.

The inflow of dollars during the fiscal year due to exports assisted by Eximbank made an estimated contribution to the U.S. balance of payments of over $1.5 billion.

Write: Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***Statistical Handbook of Japan. 1967.* Published by the Bureau of Statistics, Office of the Prime Minister. Tokyo. 140pp.**

This pocket-sized handbook summarizes such important indices of Japanese development as foreign trade volume, wages and employment, agricultural production and manufacturing. Its descriptive text, tables, charts and illustrations portray conditions of modern Japan, covering political, economic, social and cultural fields.

Statistical data are mainly based on principal statistical publications, both government and private.

A complimentary copy may be obtained by **writing:** Statistical Handbook of Japan, Japan Air Lines, Dept. C, P.O. Box 2721, San Francisco, Calif. 94126.

***Morocco: An Economic Study.* Published by First National City Bank. N.Y. 1967. 40pp. Free.**

This study was prepared by the bank's economics department. It notes that Morocco has a solid foundation for economic growth, including varied resources and public power, port and transportation facilities that are first rate. Foreign investment opportunities are at an all-time high, the booklet reports.

Write: Public Relations Dept., First National City Bank, 399 Park Ave., New York, N.Y. 10022.

☆ U. S. GOVERNMENT PRINTING OFFICE : 1967—301-987/21

Calendar *for international traders*

BOSTON—Dec. 11-12—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

CEDAR FALLS, Iowa—Jan. 3—Foreign Trade Bureau meeting, Cedar Falls Chamber of Commerce, 10 a.m.

CHICAGO—Dec. 12—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Dec. 12—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Dec. 13—Businessmen's Consultation, **Natale H. Bellocchi, Ass't Commercial Attache, Taipei/to Hong Kong.** Sponsor: Commerce Field Office.

CHICAGO—Dec. 14—Businessmen's Consultation, **John D. Perkins, Commercial Officer, Milan/to Guatemala.** Sponsor: Commerce Field Office.

CHICAGO—Dec. 14—Int'l Trade Club of Chicago luncheon meeting, Century Room, LaSalle Hotel, 12:15 p.m. Speaker: Gerald A. Sears, Mid-American Int'l Development Assn. Seminar, "Investing in Africa," Lincoln-Douglas Room, 2:30 p.m.

CHICAGO—Jan. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Jan. 11—Int'l Trade Club of Chicago, LaSalle Hotel.

CHICAGO—Jan. 17—Chicago Midwest Credit Management Assn., LaSalle Hotel.

DALLAS—Dec. 13—In-Office Workshop, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

DOYLESTOWN, Pa.—Dec. 11—Int'l Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, 6 p.m.

KANSAS CITY—Dec. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC, Commerce Field Office.

KANSAS CITY—Dec. 28—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC, Commerce Field Office.

KANSAS CITY—Jan. 9—Meeting for Exporters on U.S. Trade Centers, Top of the Tower, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Jan. 11—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

LOS ANGELES—Dec 12—Businessmen's Consultation, **Natale H. Bellocchi, Ass't Commercial Attache, Taipei/to Hong Kong.** Sponsor: Commerce Field Office.

MEMPHIS—Dec. 13—Mid-South Exporters Roundtable, "Credit Workshop," Hotel Sheraton-Peabody.

MEMPHIS—Dec. 15—Memphis World Trade Club, Summit Club.

MILWAUKEE—Dec. 15—Businessmen's Consultation, **John D. Perkins, Commercial Officer, Milan/to Guatemala.** Sponsor: Commerce Field Office.

NEW YORK—Dec. 12—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Nelson Stitt, U.S.-Japan Trade Council.

NEW YORK—Dec. 14—Overseas Automotive Club meeting, Summit Hotel, 12 noon.

NEW YORK—Dec. 19-20—Businessmen's Consultation, **Emil Castro, Economic Officer, Buenos Aires.** Sponsor: Commerce Field Office.

NEW YORK—Jan. 3—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

PATERSON, N.J.—Dec. 12—"Profits in Exports" meeting. Sponsors: Greater Paterson Chamber of Commerce, New York REEC, Commerce Field Office.

PHILADELPHIA—Dec. 18—Businessmen's Consultation, **Emil Castro, Economic Officer, Buenos Aires.** Sponsor: Commerce Field Office.

PITTSBURGH—Dec. 14—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—Dec. 14—World Trade Luncheon, Webster Hall Hotel. Speakers: Robert E. Boian, Int'l Executive Service Corps (IESC); George Ferris, Jr., Ferris & Co. Sponsors: Pittsburgh Personnel Assn., Chamber of Commerce IESC committee.

READING, Pa.—Dec. 13—Reading Foreign Traders Assn. monthly dinner meeting, Abraham Lincoln Hotel, 5:30 p.m.

SAN FRANCISCO—Dec. 11—Businessmen's Consultation, **Natale H. Bellocchi, Ass't Commercial Attache, Taipei/to Hong Kong.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Dec. 28—Businessmen's Consultation, **I. Paul de Pedraza, Commercial Officer, Sao Paulo, Brazil.** Sponsor: Commerce Field Office.

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See pages 2, 3 and 4 for details

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